

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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MAY 22, 1926

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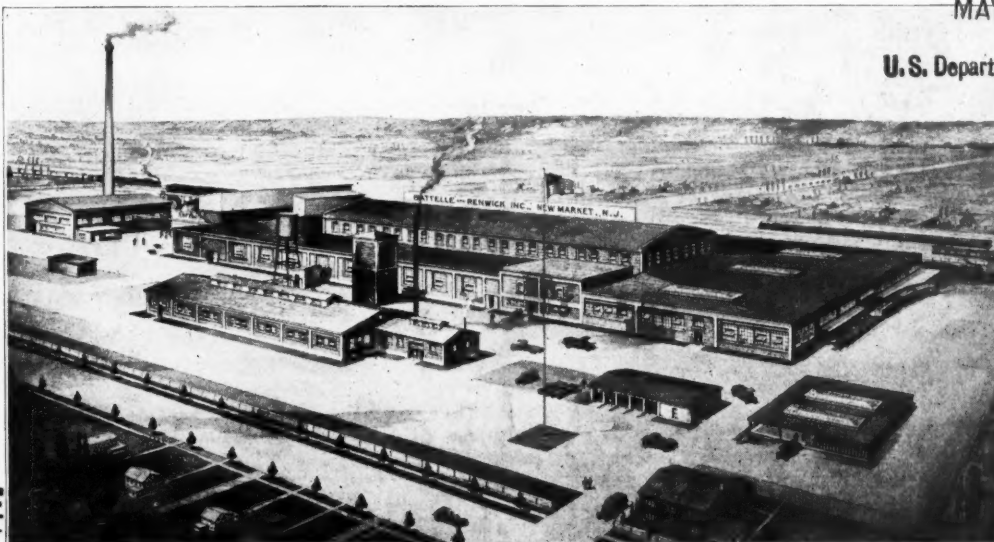
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MAY 24 1926

U. S. Department of Agriculture



New fireproof refinery built in 1925

NIAGARA BRAND

Genuine double refined Saltpetre
(nitrate of potash), double refined
Nitrate of Soda and refined Nitrite
of Soda. All complying with re-
quirements of the B. A. I.

BATTELLE & RENWICK, INC.

Established 1840

80 Maiden Lane

New York City, N. Y.

"BUFFALO" GRINDERS

In A Class by Themselves

A Few Outstanding Features

Equipped with Silent Chain Drive—Absolutely noiseless

Heavy roller thrust bearing directly in back of feed-screw, eliminates thrust bearing trouble entirely—guaranteed not to heat or cause trouble.

New device between Cylinder and Frame prevents meats or meat juices from working out of cylinder into bearings and oil from working out of bearings into cylinder (Pat. appl. for).

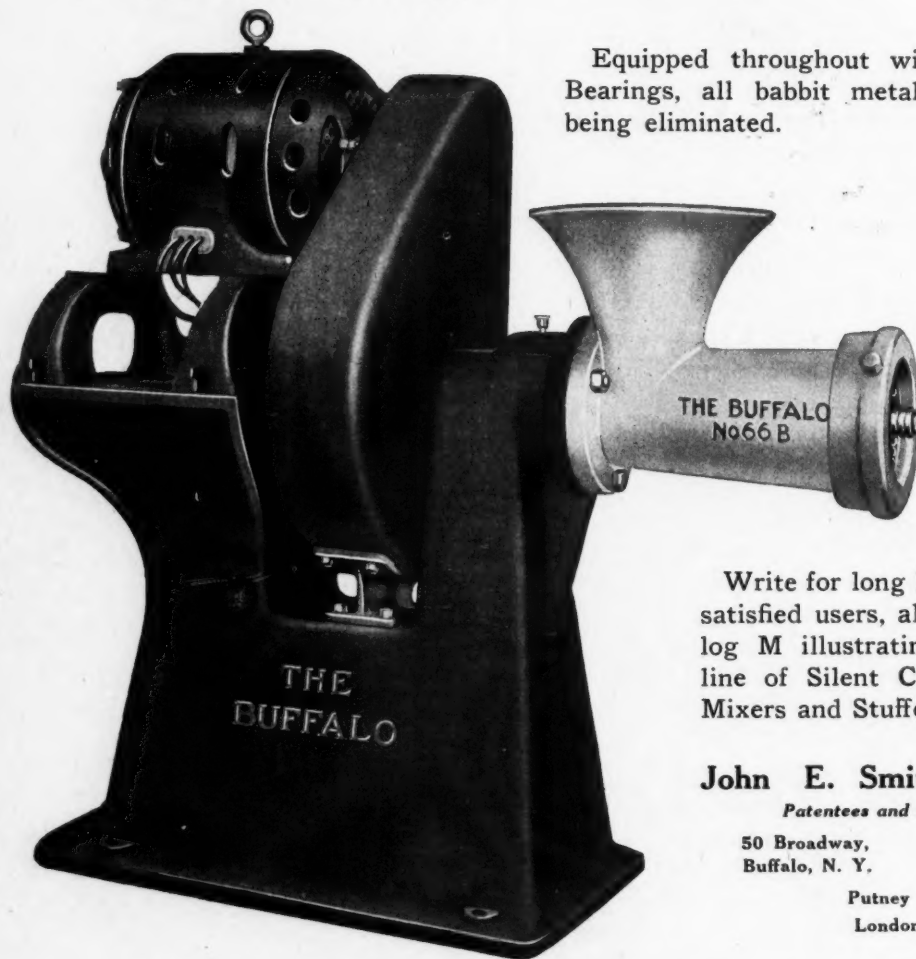
Feed Screw of special design, made of steel.

Ring exceptionally heavy—made of steel.

Stud in feed screw, made of high-grade tool steel, has special thread—cannot work loose.

Base is very heavy and rigid.

Equipped throughout with Roller Bearings, all babbit metal bearings being eliminated.



Built to last
a life-time
The "BUFF-
FALO" will
do better
work as it
does not
heat or mash
the meat.

Write for long list of prominent satisfied users, also for our Catalog M illustrating our complete line of Silent Cutters, Grinders, Mixers and Stuffers.

John E. Smith's Sons Co.

Patentees and Manufacturers

50 Broadway,
Buffalo, N. Y.

4201 S. Halsted St.,
Chicago, Ill.

Putney Wharf,
London, Eng.

Make Quality Sausage with "BUFFALO" Equipment

5 DAYS instead of 5 WEEKS



ONE OF the traveling salesmen for a large Milwaukee dry goods house was suddenly forced to cancel his regular trip because of a broken leg. In the emergency he decided to try Long Distance. From his sick-room he covered in 5 days by telephone the same territory that normally required 5 or 6 weeks of traveling. On checking up he found he had gathered in by Long Distance 90% of his usual business!

FROM businesses of every kind and location come added reports of success in selling by telephone. More and more men and concerns, as the savings become apparent, are using the telephone over states and over the nation as they formerly used it to nearby towns. A long distance call appeals to the busy buyer. It commands the ear of those who would hesitate to see the salesman personally for fear needless time would be consumed. Long Distance is for the busy buyer or seller who must cut expense and make the most of time.

Has your house and have you personally thought of the many hours and dollars the

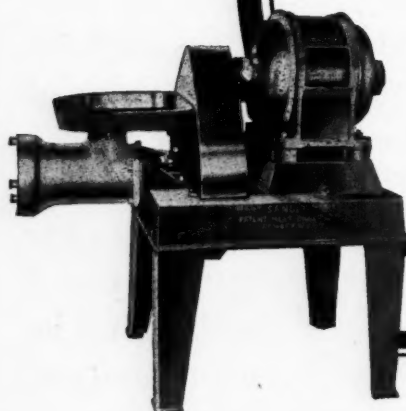
telephone can save your business? Have you learned the use of long distance calls in conducting your sales campaigns? The telephone is the economical, dependable means with which you and your men can reach any distance for business.

The Commercial Department of your Bell company will gladly make a study of your telephone opportunities. Every day, just as in an emergency, the telephone on your desk will reach distant cities and states as surely and effectively as it connects you with the other side of town. What far-away man or concern would you like to call, now? *Number, please?*

BELL LONG DISTANCE SERVICE



SANDER



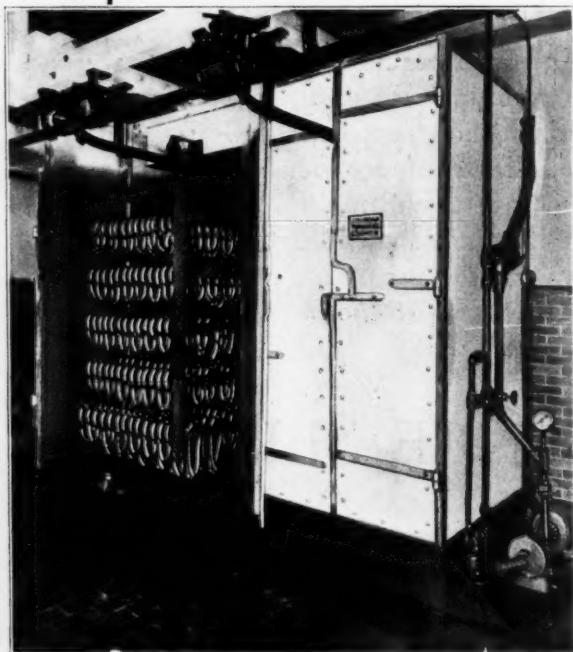
**When a Meat Chopper Is in Constant Use
For 15 Years It Must Be Good.**

Kellner Bros. of Perth Amboy, N. J. write us:

"In reply to your letter of Aug. 28th,
we wish to state that we have used
the Sander Compound Meat Chopper
for 15 years and find it does the work
very satisfactorily."

THE SANDER MANUFACTURING CO.
Newark, N. J. Established 1875

Solving the Sausage Cooking Problem



The Latest Development in Sausage Cooking The Jourdan Process Cooker

(Patent Pending)

Not a Steam Box Not a Spray
But a Temperature Controlled

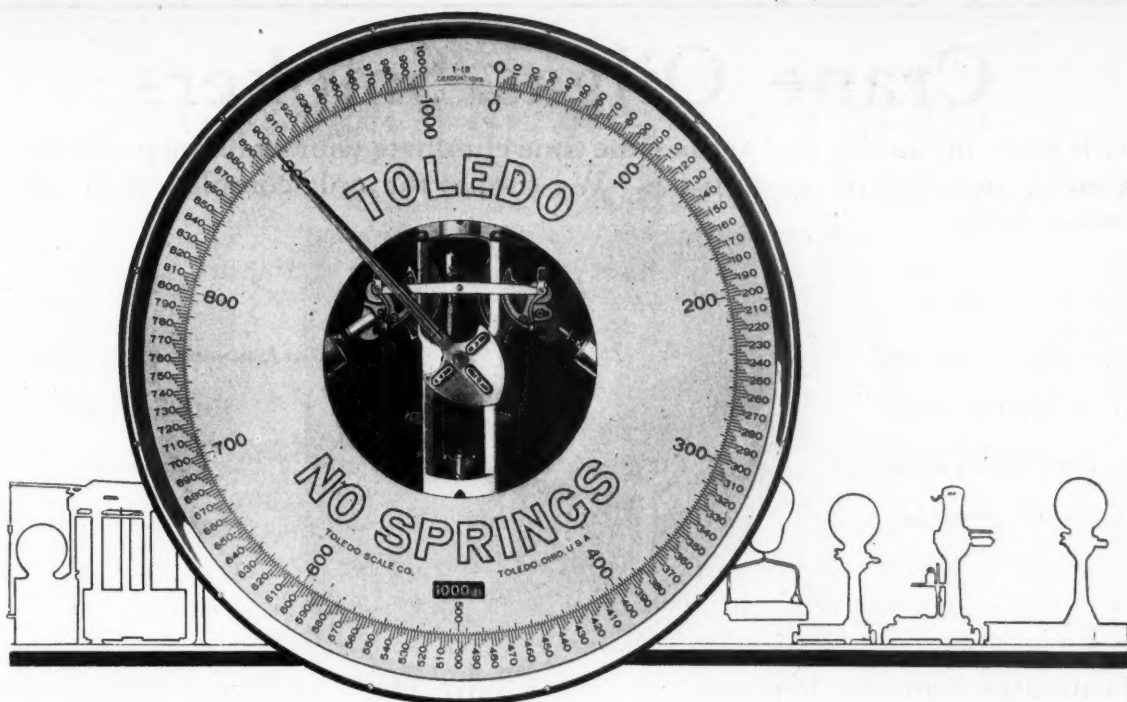
HOT WATER DOUCHE

Perfected After Years of Experiments

Cooks quicker and with absolute uniformity
on the rail—on the cage—on the stick; colors
while cooking when desired. Product not
touched by human hands. Saves time and
labor—quickly pays for itself. Improves
product both in quality and appearance. Many
other advantages make it a practical necessity
in any sausage plant.

Write Today for Full Details

JOURDAN PROCESS COOKER CO., 814-832 W. 20 St., Chicago



How Toledo Scales Saved Thousands of Dollars For These Firms

"WE LOST from \$15.00 to \$25.00 per day through inaccurate weight," says Marine City Motor Castings Company of Marine City, Mich. "It is simple mathematics to figure out how quickly we paid for our new scale and how much money it has earned since."

"Twenty-five Toledo Scales paid for themselves in the first 30 days of operation. Our actual saving on over-weight on about two million packages amounted to over \$1,000," says The Foulds Milling Company of Libertyville, Ill., manufacturers of macaroni products.

"We find after checking over shipments since the scales were installed that we have received from the transportation companies here refunds amounting to about \$2,500," says W. M. Dutton & Sons Company of Hastings, Nebraska, manufac-

turers of harness, and wholesalers of hardware and auto supplies.

The long list of those who have bought Toledo Scales includes the most representative corporations in practically all industries. They bought Toledo Scales either to stop a known loss or to remove the loss shown by a survey of their present equipment.

An industrial survey based upon the automatic accuracy of Toledo Scales reveals losses that were not suspected, and removes a costly hazard from every operation involving the measurement of materials. A Toledo Scale man stands ready to help you do this and to present specific recommendations for improvement, based on demonstrable facts. You are in no way obligated by asking for this information. Kindly address Industrial Sales Department, Section T.

Toledo Scale Company, Toledo, Ohio
Canadian Toledo Scale Co., Limited, Windsor, Ont.

Manufacturers of Automatic Scales for Every Purpose
Offices and Service Stations in 106 Cities in the United States and Canada

TOLEDO SCALES

N O S P R I N G S H O N E S T W E I G H T

Crane Oilgas Smokers

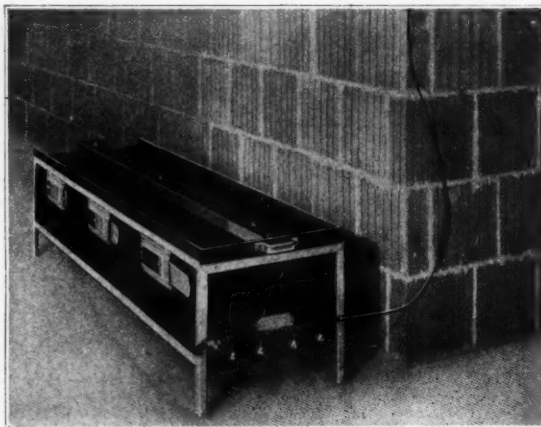
will save you money and at the same time eliminate your smoking problems. Can be installed in ten minutes. We supply the unit complete with tank and tubing.

No odor of any kind

Absolutely safe

Even steady heat

Plenty of smoke



Low cost of operation

Excellent color

Less labor

Less sawdust

Generates common kerosene oil into a pure Hot Gas Flame having no smoke or odor

B. F. Nell & Company

620 W. Pershing Road

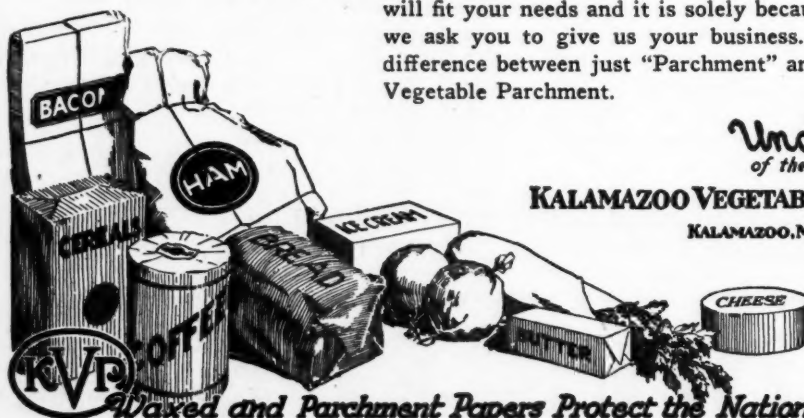
Chicago, Ill.

Uncle Jake says—

The salesman may be smarter than his prospect, but he makes a mistake when he calls his attention to the fact.

As a matter of fact, we do not think we are one whit smarter than you are about anything except one thing.

We flatter ourselves that we do know how to make Parchment Paper that will fit your needs and it is solely because of this fact, that we ask you to give us your business. There is a lot of difference between just "Parchment" and K. V. P. Genuine Vegetable Parchment.



Uncle Jake
of the

KALAMAZOO VEGETABLE PARCHMENT CO.

KALAMAZOO, MICHIGAN

Waxed and Parchment Papers Protect the Nations Food

An Expert's Message to Packers and Renderers

Mr. John P. Harris, former Director of the Research Department of the Institute of American Meat Packers, now associated with us, has made a lifetime study of rendering fats and oils and also refining them. He is thoroughly posted on the best methods of obtaining the most profitable results in saving cost of operation and maintenance.

Mr. Harris, based on his experience and research tests, states:

"BOSS" Prime Rendering Duplicates

every good feature of other systems with greatly increased efficiency and without any of their defects.

The "BOSS" Prime System being perfected Dry Rendering, is basically and fundamentally right. Mr. Harris will be pleased to give all desired information on up-to-date rendering.

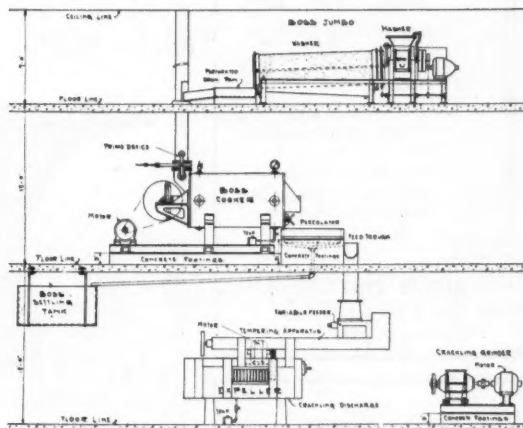
New "BOSS" Prime Rendering of Inedible Material — Patents Pending

Saves Time—Labor—Steam

Produces grease of highest quality in about half the time required by rendering with live or generated steam.

**Comparison plainly shows it.
Side by side tests prove it.
No pumps needed.**

Detailed information and cost upon application.



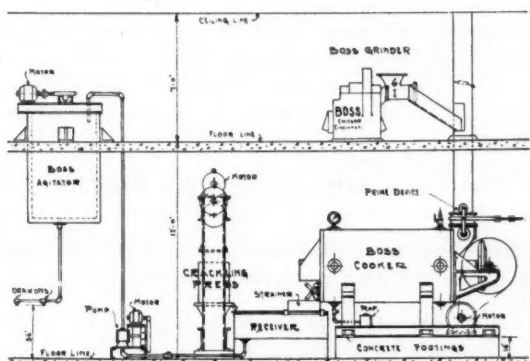
"BOSS" Prime Rendering For High Grade Lard

Produces Lard that keeps well, is high in flavor and clear as crystal.

2500 lbs. of fats rendered in 1½ to 2 hours.

Agitators continually submerge unrendered fat and cracklings in hot liquid lard, causing rapid, complete separation of fats from tissue.

Layouts changed to suit location.



THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO

New Ideas in Meat Packing and Sausage Making

Wonderful progress has been made in the last few years in the meat packing and sausage business—in curing, rendering, manufacture of sausage and meat delicacies, and in the numerous by-products of the industry. New machinery of all descriptions is appearing constantly—and every manufacturer claims his product is the best!

There are many new inventions which are profitable and highly recommendable to the industry. Our business is to test and study them, and introduce them to the trade—if practical. Our staff is all old, practical experienced packinghouse men, connected with the industry for 30 to 45 years, especially in the curing and sausage branches.

If you are in the market for new machinery of any kind connected with sausage-making, or parts and supplies of any make, let us hear from you.

We shall be glad to advise you free of charge on plant layouts, new recipes, making and handling of sausage, smokehouse construction and handling of smoked meats.

THE SPECIALTY MANUFACTURERS SALES CO.

REPRESENTED BY CHAS. W. DIECKMANN

General Jobbers of all kinds of Packinghouse Machinery

Main Office: 2021 Grace St., Chicago, Ill.

Factory Representatives: O. K. Shear Kut Angle Hole Plates and Knives, A. Rispe's Aluminum Ham Retainers, CD Fat Rendering Machine

Shrouding Pins



To Clothe Beef

Turn out your beef sides the new way—bright, fresh and clean!

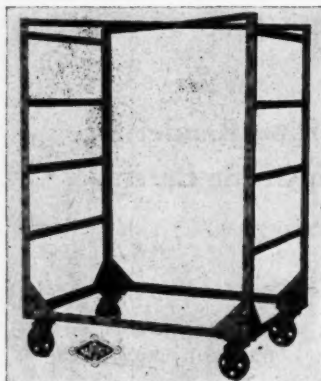
Made from tempered spring wire with new style washer to prevent tearing cloth.

Write for Samples

We manufacture springs for all purposes, from brass—bronze—monel metal and steel.

Also made without washers

Muehlhausen Spring Co.
5841 So. Loomis Blvd.
Chicago, Ill.



SAUSAGE OR BOLOGNA TRUCK NO. 31

Made of angle steel frame throughout; finished black or galvanized.

Length	Width	Height	Weight
42"	30"	66"	150 lbs.

MARKET FORGE CO.

EVERETT, MASS.

Making Trucks and Racks Since 1897

Write for our complete catalog

The White Bacon Skinner Model No. 2 Hand-Driven



PRICE
\$250.00

Pat. Pend.

It is hand-driven—other than that it embodies all the features of the motor-driven machine. The small packers demanded it. They know the WHITE METHOD is the only practical way to de-rind a bacon belly preparatory to slicing.

Install Model No. 2 and save 3% of your product and 20% in labor.

One packer writes that his skins are so free from fat that he is having trouble finding a market for them.

Send in your order for early shipment.

Also manufacturer of the motor-driven White Bacon Skinner.

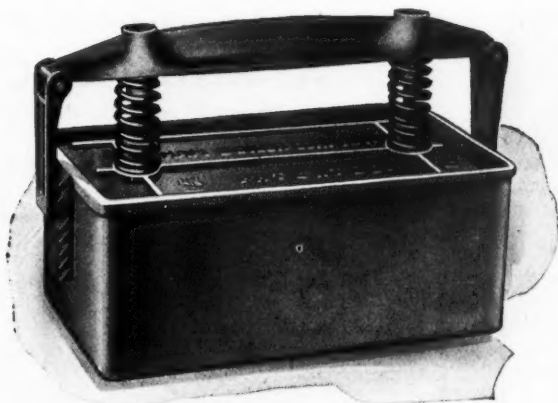
SAM B. WHITE

227 EDDY ST.,
PROVIDENCE, R. I.

A Good Investment

An outlay for Adelman Ham Boilers is not an expense but an investment. The saving in shrinkage and superior product with resultant increased sales proves this.

Leading packers and provisioners continue to equip with them exclusively. There must be a reason.




Made in oval and square shapes

Ham Boiler Corporation

1762 Westchester Ave.

New York City

Factory: Port Chester, N. Y.



No. 166

Lower your power costs; use "Enterprise" No. 166

The "Enterprise" No. 166 cuts 6,000 lbs. of beef per hour.
The No. 166 is the most economical machine you can buy. Saves time, labor, and power.
Gears are done away with. Pulleys are placed directly on socket shaft. Has babbitted socket shaft with ten thrust collars. Prevents overheating and excessive wear.

Distance from ring to floor is 26½ in. Carrier can be run under chopper. Our fifty years' experience designing and manufacturing choppers for every purpose is at your disposal. Write us about your problems.
Chopper catalog, showing 72 sizes and styles of "Enterprise" Choppers, sent on request.

The Enterprise Mfg. Co., of Pa., Philadelphia, U. S. A.

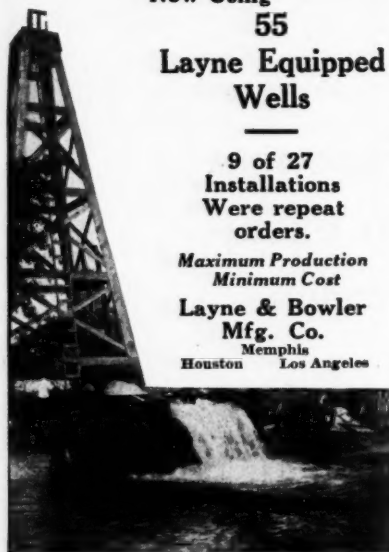
12 Packing Companies

Now Using
55
Layne Equipped Wells

9 of 27
Installations
Were repeat orders.

Maximum Production
Minimum Cost

Layne & Bowler
Mfg. Co.
Memphis
Houston Los Angeles



Live Wire Springs on New Rispel Ham Retainers

Mean elastic pressure throughout boiling operation. This reduces shrinkage.

Will give one
for trial to
prove its
merits



H Type
Made of best
cast aluminum

Patented June 2, 1925

Makes perfect straight Hams and Meat Loaves

A. Rispel & Company

Manufacturers of many types and sizes of Ham Retainers
1617 No. Winchester Ave. Chicago, Ill.

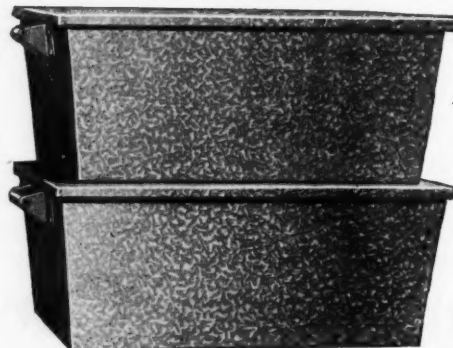
Write us for information and prices on

H. & H. Electric Ham Marking Saw
H. & H. Electric Pork Scribing Saw
H. & H. Electric Beef Scribing Saw
H. & H. Electric Fat Back Splitter
Calvert Bacon Skinner
United Improved Sausage Molds
Monel Metal Meat Loaf Pans
Adelmann Ham Boiler
Jelly Tongue Pan
Maple Skewers
Knitted Bags

Best & Donovan

332 South Michigan Blvd.
Chicago, Ill.

Delivery Baskets with Cover



The demand for baskets that can be filled with meat and stacked one on top of the other has prompted us to design a cover for our basket. The cover is made of 18 gauge galvanized steel, all in one piece, with a 1-inch flange and is removable.

Net price of basket with cover, \$3.50 f.o.b. Dubuque.

Dubuque Steel Products Co.

Sheet Metal Department

KRETSCHMER

MANUFACTURING

COMPANY

**When you send
your product
to market ~ ~**

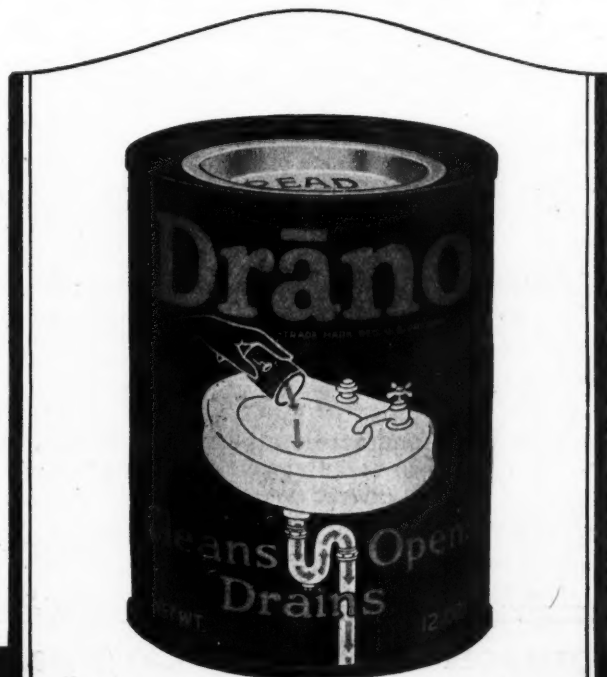


HEEKIN CANS

It makes a big difference how you dress your product for market. Many a good product in a poorly designed, cheap looking can has fallen by the wayside.

Some of the most successful canned products are sold in Heekin Lithographed Cans. The Heekin Lithographed Label can't come off or become soiled—it remains a permanent advertisement, bidding always for business.

If you have any "shelf-warmers" in your line, perhaps Heekin Lithographed Cans would do much to make them real "turnover" items.



Our Package Design Department Is At Your Service

This special department of foremost artists, lithographers and engravers will help design your can and label or reproduce in a more attractive manner your present label. This department is keenly alert to all advertising possibilities and combines colorful beauty with selling points. No matter your problem, write us today.

THE HEEKIN CAN CO.
6th, Culvert & New Sts.
Cincinnati, Ohio



Use this package because of its advertising value. Use it for your sausage meat. It does more than keep the product fresh and clean—it carries your name and trade-mark directly into the home. It proves your most effective advertisement. Used by the leading meat packers and retailers.

The Package
That Sells Its
Contents—

(KLEEN KUP)

Mono Service Co.
NEWARK NEW JERSEY

2 Cents

for postage—and a letter to us—will bring you some very interesting prices on

MERRILL

Lard Tubs and
Woodenware

and the 2
cents may
save you
some money
besides.



Merrill Wooden-
ware Co.
Merrill, Wis.



Everything
Wears
Out
BUT



A. Backus, Jr. & Sons
Dept. N.
DETROIT, MICH.

Baskets
OUTWEAR
EVERYTHING

FOSTER BROS. CUTLERY

Skinning and Boning Knives

The demand for Foster Bros. Butcher Cutlery is constantly growing throughout the entire country. For the last fifty years or more, Foster Bros. Cutlery has stood supreme as the standard for quality.

Foster Bros. Skinning and Boning Knives are properly designed for their special work, with blades forged of special cutlery steel, ground to a keen edge, ready for use. Furnished with Beechwood, Ebony, Cocobola or Rosewood Handles.

If your supply house cannot furnish information and prices, write to us direct.

JOHN CHATILLON & SONS

Established 1835

Manufacturers of Scales and Butchers' Supplies

85-99 Cliff Street

New York City, N. Y.



No. 18R Boning Knife

WEST CARROLLTON GENUINE VEGETABLE PARCHMENT

GENUINE Vegetable Parchment is ideal for wrapping moist products. It keeps the dampness from striking through. It "dresses" the package. It appeals to the consumer, a factor in merchandising no one can afford to disregard.

The price you pay to "dress" a package in Parchment is very low compared to the good it does. This slight wrapping cost fades into nothingness when ranged alongside the value of increased demand. An opportunity to quote on your requirements will be appreciated.

"If it is moist, wrap it in Parchment"

The
West Carrollton Parchment Co.
West Carrollton, Ohio

BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette
Cloth and Bags for Covering Meat
WRITE US FOR INFORMATION AND PRICES

Wynantskill Mfg. Company

TROY, N. Y.

Fred K. Higbie Supply Co., Rep., 360 N. Michigan Ave., Chicago, Ill.



Thomson & Taylor Company

Recleaned Whole and Ground
Spices for Meat Packers

CHICAGO, ILLINOIS

AMERICAN Instruments

for the promotion of efficiency in the packing, sausage making and allied industries. They cut out guesswork and do away with shrinkage, underdone or overdone and off color products.

Write for Packing House Text Book N-49.

AMERICAN SCHAEFFER & BUDENBERG CORP.

*Atlanta
*Boston
*Buffalo

*Chicago
*Cleveland
*Detroit

*Los Angeles
*Seattle
*Tulsa

Philadelphia
Pittsburgh
Salt Lake City

St. Louis

*Stock carried at these branches



Copper Case Thermometer



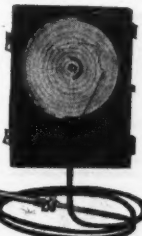
Dial Thermometer



Pressure Gauge



Temperature Controller



Recording Thermometer



No. 104 Curing Pan Truck

Pan size
30"x40"x6"
deep.

Made of No. 12
steel, welded
seams.

Galvanized,
Malleable
Wheels.

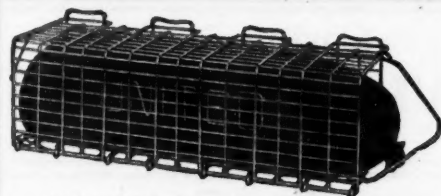
Length 48"

Width 36"

Height 50"

The Globe Company

824 W. 36th St.,
Chicago



The "United" Improved Sausage Mold

Identify your product by using the improved patented clasp lettering mold. Branded products always sell best. "United" lettered molds are practical, inexpensive and effective.

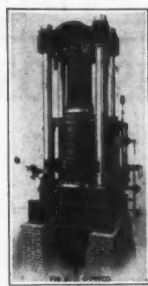
Mold furnished with or without letters.

Mold is electrically welded at every intersection of wire. Construction is superior to any other on market. Ingenious clasp eliminates use of pin for fastening mold closed. Not necessary to tie sausage to mold. Bars welded across bottom hold sausage securely during smoking process.

If your jobber cannot supply you write us direct.

United Steel & Wire Co.
Battle Creek, Mich.
Atchison, Kans.

The "UNITED" produces uniform size sausage. Increased sales and profits are results from branded meat put up in this form.



H-P-M PRESSE

FOR
EVERY
HIGH
PRESSURE
REQUIRE-
MENT

THE HYDRAULIC PRESS MFG. CO.
ENGINEER BUILDERS SINCE 1877
111 LINCOLN AVE.
MOUNT GILEAD, OHIO

H-P-M

HIGH PRESSURE HYDRAULIC
PUMPS PRESSES VALVES

"FOR YOUR PRESSING NEEDS"

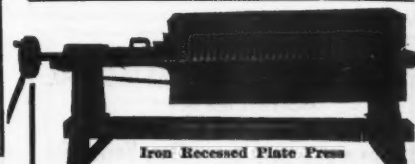
PACKERS GET

"More land per hog"

By Using Bannon Separators
in the Rendering Plant

The BANNON COMPANY

32 Illinois St. BUFFALO, N. Y.



Iron Recessed Plate Press

Filter Presses

FOR LARD & OIL REFINERIES
BEEF EXTRACT, GLUE &
SOAP MANUFACTURERS

Tankage and Curb Presses

PACKING HOUSE MACHINERY
AND EQUIPMENT

Write for Information and Prices
William R. Perrin & Company
Fisher Building Chicago, Illinois

When You Write
The Advertiser
Mention
THE NATIONAL PROVISIONER

MANUFACTURERS
Poultry Feeds
Tallow and Oils

BUYERS OF
Beef Cracking
Calf Skins

CONSOLIDATED BY-PRODUCT CO.

West Philadelphia Stock Yards
30th and Race Streets

Philadelphia, Pa.

MANUFACTURERS
Beef, Sheep and Hog Casings
all Descriptions
Beef Wessands a Specialty
IMPORTERS OF
High Grade Hog and Sheep
Casings

VAN GEUNS BROS.

Groningen, Holland
Telegraph Addr. "Casings"

are buyers of
Hog Casings
Offers solicited

Hammett & Matanle CASING IMPORTERS

23 & 24 ST. JOHN'S LANE
London, E.C.1.
Correspondence Invited

ALEXANDER'S CASINGS, LTD.

133 Tooley St., London, S.E.1, Eng.
**Selected Sheep and
Continental Hog Casings**
AGENT: Henry Kruger, 220 N. State St.,
Chicago. Room 411. Phone Dearborn 8734

The Irish Casing Co.

Manufacturers, exporters, importers
SAUSAGE CASINGS
Arbour Hill, Dublin, Ireland
Sheep Casings a Specialty

NEW YORK BUTCHERS' SUPPLY CO., Inc.

**SAUSAGE CASINGS AND
SUPPLIES**

513 Hudson St., NEW YORK, N. Y.

THE AMERICAN CASING CO.

Importers and Exporters
SAUSAGE CASINGS and SPICES
401-3 East 68th St. New York City

PHONE GRAMERCY 3665
Schweisheimer & Fellerman
IMPORTERS and EXPORTERS OF
Sausage Casings
Selected Hog and Sheep Casings a Specialty
Ave. A, cor. 20th St., New York, N. Y.

Los Angeles Casing Co.

714-16-15 Ducommun Street
LOS ANGELES, CALIFORNIA
Sausage Casings

W A N T E D

TANKAGE—All Grades
GEO. H. JACKLE
40 Rector St. New York

BECHSTEIN & CO., Inc.

SAUSAGE CASINGS

CHICAGO: 723 West Lake Street NEW YORK: 50 WATER STREET
LONDON: 5 St. Johns St., Smithfield, E. C. Telephone Whitehall 9328

OPPENHEIMER CASING CO.

Importers and Exporters of
SAUSAGE CASINGS
New York London Hamburg CHICAGO, U. S. A. Toronto Wellington Buenos Aires Tientsin

M. BRAND & SONS

SAUSAGE CASINGS

FIRST AVE. AND 49th ST.

NEW YORK

S. OPPENHEIMER & CO.

Sausage Casings

Chicago, 2700 Wabash Ave. London, 47 St. John St., Smithfield
Hamburg 8—Luisenhof 73 Bouleott St., Wellington
96-100 Pearl St., New York

EARLY & MOOR, Inc.

Importers Exporters **SAUSAGE CASINGS** 139 Blackstone St.
Boston Mass.
"The Skins You Love to Stuff"

M. ETTLINGER & CO., Inc.

Importers, Exporters and Cleaners of Sausage Casings. A large
stock of all kinds of casings constantly on hand
Established 1903 12 COENTIES SLIP, NEW YORK

J. H. BERG CASING CO.

Importers Sausage Casings Exporters
946 W. 33rd St. Chicago, Ill.

Sausage Casings

HARRY LEVI & COMPANY

842 WEST LAKE STREET Importers and Exporters CHICAGO

Massachusetts Importing Company

Importers HIGH GRADE SAUSAGE CASINGS Exporters
Direct Importers of Russian, Persian, Chinese Sheep
78-80 North Street and Hog Casings BOSTON, MASS. U. S. A.

F. M. Ward

J. Schnell

Sewed Casings Exclusively

National Specialty Co.

61 E. 32nd St.

Chicago, Ill.

SAUSAGE CASINGS

THE BRECHT COMPANY

ST. LOUIS

NEW YORK

ESTABLISHED 1853

BUENOS AIRES

HAMBURG

SAYER & COMPANY, Inc.

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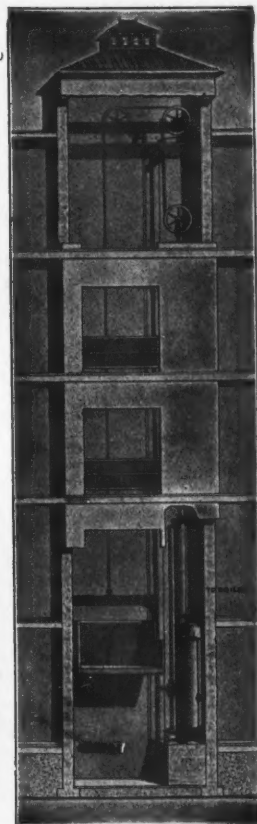
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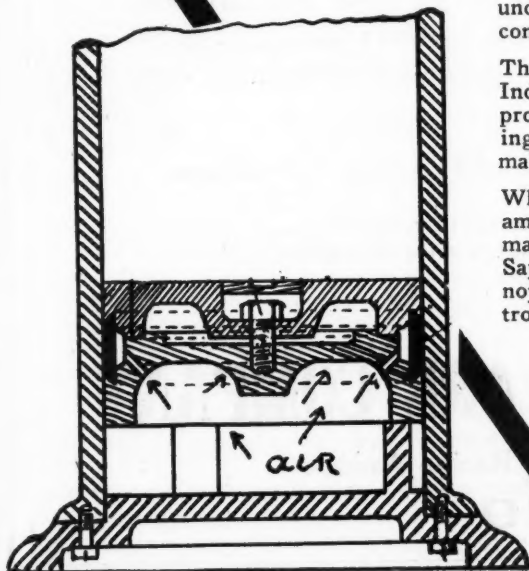
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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No. 21

How Shall Packer Buy His Livestock?

Is It Cheaper and Better to Buy in the Country or at Central Markets? Merits of the Two Methods Discussed

Country buying of hogs by packers has come in for a good deal of comment—and some censure—from producers' organizations and livestock exchanges. Groups of producers' organizations have gone so far as to appeal to the U. S. Department of Agriculture to "take such action as will insure to livestock producers open competition on an open market."

Livestock exchanges have been active in attempting to combat the move toward country buying on the part of packers. They feel this automatically militates against the centralized market, and that they have a right to the support of packers in the maintenance of a competitive market.

Why Does Packer Buy Direct?

Many farmers and farm papers have expressed the belief that country buying was expensive to the producer, and that the packer would not resort to this practice if he could not supply his needs cheaper than on the open market.

Is it cheaper for the packer to buy direct?

Is this the reason he resorts to country buying?

Has not this practice been more prevalent in some years than in others?

Is it not true that general conditions have much to do with the packer's decision to buy in the country?

A Comparative Buying Test.

A market paper recently explained that on a test of 50 cars of hogs half were marketed at a central market and half direct, the division being equal also as to grade and weight.

The returns from the hogs sold on the open market were greater, particularly on the plainer hogs. The difference in "fill" alone more than covered yardage, commission, feeding and other charges.

This would indicate that there are times when the packer must go into

the country, for the better grades of hogs especially. Those times are generally when hogs are none too plentiful, and the price is high.

It is then that he can afford the extra expense of buying hogs, take chances on disease, death losses in transit, etc., in order to get the kind and number of hogs he needs—and at the same time avoid paying a high hog price for feed and water which he must turn into the sewer.

However, even under such conditions a point is reached when direct buying becomes too expensive, and buying at centralized markets is again resorted to.

Results Even in the Long Run.

If it were possible to study the net actual return over a period of years from livestock marketed direct and at central points, it is something of a question whether more money would be found to be made one way than another, by either the producer or the packer.

Packers have been instrumental in

Which Way and Why?

In looking for your livestock supply, Mr. Packer, have you found it more advantageous to buy direct from the producer or at the central market?

Have you ever summed up all the conditions that led you to believe that your method of buying was best for you?

Have producers with whom you come in contact been critical of your method of buying, or of that of your competitors?

If so, have you been able to point out to them the advantages to both producer and packer of both methods of marketing?

The accompanying article will give you some basic reasons why packers pursue both methods.

establishing the central markets, and will doubtless remain their ardent supporters. There have been and will be periods when they must look to additional means of securing their raw product.

It is competition between these two classes of marketing that keeps conditions well balanced, and operating to the advantage of all connected with livestock buying and selling.

A study of the conditions leading up to both direct and centralized marketing, the advantages accruing from each method, and the factors which are instrumental in maintaining the proper balance, has been made by Edward N. Wentworth, director of Armour's Livestock Bureau.

THE NATIONAL PROVISIONER presents Mr. Wentworth's analysis of the situation and deductions, as a contribution to a better understanding of the economic place of both centralized and direct marketing of livestock in the scheme of production, and as it relates to economical operation of the packing industry.

Centralized vs. Direct Marketing

By Edward N. Wentworth

Each time we reach the low point of production in the hog cycle, the old question of the competition of direct marketing with the centralized markets becomes a subject of popular discussion and even agitation.

It seems to be a prevalent idea that direct marketing is on the increase in all parts of the country, and is threatening the established competitive system that has been built up by years of experience with the central markets.

So much of the discussion is of a prejudiced or alarmist type, it is perhaps well to consider the relative advantages and disadvantages of each type of marketing, and especially to observe the competitive advantages and disadvantages of each system.

Original Method of Marketing.

The original method of marketing was the direct sale from farmer to slaughterer, without the intervention of any of the present marketing agencies. The development of the centralized market has

come about from the great efficiencies this system has shown.

Probably the outstanding advantage of such a market as Chicago, for example, is the increased number of buyers that are available for bids on each individual farmer's load of livestock. While there are perhaps only five to ten offers made directly on any single load, there are over 600 potential buying agencies at Chicago whose mere presence provides a pressure for quick action on all others.

The second advantage which the centralized market has given is to provide for the farmer the services of a skilled salesman who operates in his behalf—the livestock commission man.

The Value of Statistics.

A third advantage of the centralized market is the record of supplies in the form of receipts and values, which permits both farmer and packer to plan their operations. A knowledge of the time of year when supplies are shortest or prices are highest helps the farmer to plan his breeding system and the time of his feeding operations.

Fourth, from the standpoint of the buyer, the centralized market offers an assortment of classes and grades of livestock at a cost far less than a similar assortment could be secured by buying through the country.

Finally, from the producer's standpoint, the centralized market offers an advantage in heavy "fills" from feeding and watering, which are not usually available under the system of direct shipping.

Benefits of Direct Buying.

The direct shipping system, on the other hand, offers certain advantages as a competitor to centralized marketing methods.

First of all, it eliminates the charges which normally accrue at the central markets; namely, commission fees, yardage fees, feeding and handling, additional switching charges, and general insurance coverage. These charges vary slightly at different markets, but usually amount to something like 45c per head for hogs, \$1.65 per head for cattle, and about 29c per head for sheep.

Secondly, one of the important advantages of direct marketing is the transfer of the risks inherent in shipping and marketing in general at an earlier point on the path from farm to killing floor than usually takes place. The closer to the farm the farmer is able to sell his animals, the less the risks that he must chance.

A third factor in the system of direct marketing is the opportunity to feed the animals enroute on low-priced farm feeds rather than on high-priced feeds secured at the market. This cuts down materially the shrink in shipment, although at the same time it naturally prevents as great "fills" as are secured when the animals are shipped empty. Under practically all systems of direct shipping, the farmer is allowed to place feed in the car.

What Influences Buying Methods.

The competitive factors which govern the proportionate amount of direct marketing as related to the number of head going through the centralized markets are various.



EDWARD N. WENTWORTH.

Probably the most important influence is the number of livestock available.

When livestock supplies are short in relation to packinghouse facilities, the proportion of direct marketing increases, because the uncertainty of getting sufficient runs to maintain efficient operation forces the packer nearer to the sources of production.

This is particularly true of hogs, and occasionally occurs in lambs, but is practically never true of cattle, which nowadays must be bought by grade instead of as a general commodity, except among the Pacific Coast packers.

It Runs in Cycles.

This increasing and decreasing tendency to direct marketing runs in cycles that parallel almost exactly the normal production cycles for each class of stock.

For example, during 1921 and 1922 direct buying of hogs outside of the big markets reached a high point, due to the shortage of hogs which developed in 1921. But by the spring of 1923 receipts had grown sufficiently so that nearly all packers located at central markets abandoned most of their direct buying.

However, as the shortage of last summer and fall came on, they were again forced out into the country to get the hogs which they were not certain would come to the points where they normally operated. Not all packers have adopted this practice, but there was a marked increase during the last half of last year.

Depends on Livestock Supplies.

On the other hand, when livestock supplies are heavy, direct marketing decreases, because the systems of purchase at the public market are usually less expensive to the packer.

It is cheaper for him to maintain his buyers at a central point, where he can occupy their time fully in evaluating livestock, than where they have to spend a good share of their time traveling, loading or in other physical operations in which their special knowledge cannot be used every minute of their working day.

Furthermore, the costs to the packer under the systems of direct shipment are constantly growing, because the closer he gets to the point of production the more of the risks from shrinks, diseases, condemnations, deaths, etc., he must bear.

Direct marketings, therefore, increase in times of short supply until costs of obtaining livestock per unit of product prevent any chance of profit at all. Even speculative opportunity disappears.

As a result, the high price level not only forces the packer back out of the country, but stimulates the farmer to increased production so that the runs at the central markets increase. Thereby, the shortage is overcome and the packer is once more able to get his supplies on the centralized market.

One Checks the Other.

The relative cost of each of these two types of marketing—direct and centralized—provide checks for each other. As central marketing charges increase, direct marketing increases, and as they decrease direct marketing decreases.

Direct marketing provides the principal check on the size of commission and yardage fees, on the increase of unnecessary services or too refined services at the market, on the increase in the number of commission firms and other accessory agents at the market, and the development of small outside markets, which not only compete with the centralized markets, but which compete with local shippers, co-operative shipping associations, etc.

Is Competition Interfered With?

It is commonly claimed that direct shipments to packers operating on central markets diminish their requirements at those markets, and hence diminish competition.

This is questionable, if one considers the price level as a measure of competition. Each direct shipment not only supplies a part of the packer's demand, but just as urgently diminished the available supply in the country.

Roughly speaking, every head of livestock shipped directly diminishes the number of animals which would normally go through the central market, and the demand which direct marketing satisfies is diminished to no greater extent than the existing supply.

On the average, it leaves the relation between supply and demand just the same as it was before the direct shipment was made.

Does Not Affect Price Levels.

It is quite unimportant, as far as the price level is concerned, what proportion of livestock passes through the centralized markets, and what proportion moves direct.

Probably last year the total slaughter of hogs in the United States was about 69,000,000 head. Of these, about 43,000,000 head went through the central markets, and 11,000,000 were shipped direct.

With a demand for pork products such as existed through last year, and always exists in times of hog shortage, it is quite questionable whether the price level would have varied a particle if the ratio had been 45,000,000 and 9,000,000, or 41,000,000 and 13,000,000.

The volume of supply and demand stay the same, and market information is so widely available and so readily secured by means of telegraph, radio, market papers, etc., that no deceit can be practiced that can materially affect the supply-demand situation.

Regardless of what proportion goes through central markets, the volume of supply and demand stays the same, and no change in relationship can occur without an actual increase or decrease in the number of livestock or in the consuming outlets.

Does Packer Make the Saving?

It is also often claimed that direct hogs are bought enough cheaper by the packer to offset the saving which is effected through the elimination of central market charges, and that the saving really comes to the packer rather than to the producer.

In three years out of four, grade for grade, hogs bought direct through such points as the Mistletoe Stockyards of

(Continued on page 46.)

Packers' Purchasing and Operating Problems

Oscar G. Mayer, president of the Institute of American Meat Packers, H. L. Osman, manager of the Institute Equipment and Supply Company, W. Lee Lewis, director of the Institute's Department of Scientific Research, S. N. Abbott of the Hygrade Lamp Company, and J. Kindleberger, president of the Kalamazoo Vegetable Parchment Company, will be speakers at the meeting of the Purchasing Section of the Institute which will be held on May 28 at Chicago.

In addition to the talks by these men, there will be a special period set aside for general discussion of purchasing practice and problems.

The talks by Mr. Kindleberger and Mr. Abbott are designed to enable packinghouse purchasing companies to become more familiar with the commodities which they buy in large volume. The speakers will describe the manufacturing operations involved in the production of parchment paper and electric lamps, and will call attention to the points which producers should consider in buying.

Dr. Lewis will explain why packers should test their products and supplies. Mr. Osman will discuss various purchasing problems and also call attention to the savings which can be effected by buying through the Institute Equipment and Supply Company.

Talks on Operating Subjects.

An unusually interesting program has been arranged for the meeting of the Operating Section, which will be held at the Institute on Thursday, June 3. Following is the complete program:

MORNING SESSION, 10:00 A. M.

Introductory Remarks, "Some of the Industry's Needs," by R. F. Eagle, Presiding Chairman.

"The Importance of Sampling—How to Do It," by J. A. Hynes, Chemist, Service Laboratory, Institute of American Meat Packers.

This talk will cover in detail why samples are taken, by whom they should be taken, and how they should be taken. A great proportion of packinghouse by-products are sold on analysis, samples being submitted by buyer or seller. Many supplies are also purchased on analysis. Differences in buyer's or seller's samples result in controversy, dissatisfaction, and disturbance of business relations. This talk will be illustrated with analytical data; proper drawings of samples of various kinds will be described and demonstrated.

"Superannuation and Disability Pensions for Employees," by Herman L. Ekern, Ekern & Meyers.

This paper will give a survey of the general principles of superannuation and disability insurance, together with an explanation of their application to the packing industry. This will include a concrete illustration of the accumulation of reserves, forecasting future financial obligations.

"Storeroom and the Handling of Supplies," by W. G. Dunnett, Swift & Co.

This paper will cover the ordering, buying, and receipt of storeroom supplies and the efficient operation of a storeroom.

AFTERNOON SESSION, 2:00 P. M.

"Types and Care of Scales in the Packinghouse Industry," by C. A. Briggs, Packer and Stockyards Administration.

This paper will be illustrated with lantern slides showing the developments of the essential principles of scale design, and it will also deal with the proper care of scales under packinghouse conditions and the necessary tests to determine their accuracy.

More Regional Meetings for Meat Packers

The fourth series of regional meetings for member companies of the Institute of American Meat Packers will be held in 14 cities during the second week in June. Meetings will be held in the same cities as on the previous occasions, except that packers in the Kentucky, Tennessee and Southeastern regions will hold a joint meeting in Nashville on June 8.

In addition to the meetings in these regions, meetings will be held for the first time during June in the six western regions at Dallas, Oklahoma City, Los Angeles, San Francisco, Portland, and Denver.

Tell of Institute's Service.

These meetings are held as a means of enabling member companies to become more familiar with the services offered by the ten service departments and the Eastern and Washington offices of the Institute. Two departmental directors talk at each meeting regarding the services of their departments. After these meetings, every region will have been visited by eight of the directors.

H. R. Davison, director of the department of Waste Elimination and Live Stock, and H. D. Tefft, director of the department of Packinghouse Practice and Research, will talk at the regional meet-

"Cause and Cure of Slimes," by W. Lee Lewis, Department of Scientific Research, Institute of American Meat Packers.

This paper will discuss the causes of slimes on frankfurters, and the means by which they are spread, with suggestions for control.

"Delivery of Packinghouse Products":

1. By team, by Wayne Dinsmore, American Horse Association. 2. By truck, by M. N. Griffin, Mack Truck Corp.

There is a growing feeling that, under certain conditions, horse delivery is the more efficient, whereas under other conditions the auto truck delivery is the more desirable. These two talks will attempt to clarify this subject.

ings held on Circuit No. 1, which includes Detroit, Buffalo, Cleveland, Cincinnati, and St. Louis.

Mr. Davison will tell about the services which his department has been offering, including the work of the Committee on Livestock Losses. Mr. Tefft will tell of the progress which his department has been making in the standardization of packinghouse equipment and supplies, in the compilation of text material for the Institute of Meat Packing and for use by member companies, and will explain the other practical services which his Department offers.

The Institute speakers on Circuit No. 2, which includes Pittsburgh, Philadelphia, Baltimore, New York and Boston, will be H. L. Osman, director of the Department of Purchasing Practice, and Frank L. DeLay, director of the Department of Organization and Traffic.

Saving Money for Packers.

Mr. Osman will describe the work of the Institute Equipment and Supply Company through which member companies have been receiving scores of money saving prices on equipment and supplies and will tell how members can take the fullest advantage of these offers. Mr. DeLay will talk on the Institute's traffic services.

C. Robert Moulton, director of the Department of Nutrition, and Wesley Hardenbergh, director of the Department of Public Relations and Trade, are scheduled to talk in the cities on Circuit No. 3, including Milwaukee, Cedar Rapids and Kansas City.

Dr. Moulton will tell of the work which his department does in developing facts about meats' food value and in placing these facts effectively before the consumer.

The valuable public relations services which his department has been conducting will be described by Mr. Hardenbergh. He will tell of the efforts which are being made, on behalf of member companies, to disseminate among consumers, and those who guide the food habits of consumers, the information about the food value and healthfulness of meat developed by the Department of Nutrition, and the steps which have been taken to insure in the public mind the proper regard for the



DR. R. F. EAGLE,
Chairman Operating Section Meeting.

service and efficiency rendered by the packing industry.

At Nashville, on Circuit No. 4, the speakers will be Pendleton Dudley, director of the Institute's Eastern office and R. H. Hess, director of the Department of Industrial Education. Mr. Dudley will tell how the Eastern office of the Institute serves the membership, and Mr. Hess will tell of the progress which has been made on behalf of member companies in making meat packing courses available to packinghouse employees throughout the country.

The schedule of meetings follows:

CIRCUIT No. 1.		
Name of City	Date	Chairman
Detroit	June 7	T. E. Tower
Buffalo	June 8	J. Paul Dold
Cleveland	June 9	S. T. Nash
Cincinnati	June 10	Elmore M. Schroth
St. Louis	June 11	F. A. Hunter
CIRCUIT No. 2.		
Name of City	Date	Chairman
Pittsburgh	June 7	George L. Franklin
Philadelphia	June 8	J. J. Felin
Baltimore	June 9	Howard R. Smith
New York City	June 10	A. T. Rohe
Boston	June 11	F. S. Snyder
CIRCUIT No. 3.		
Name of City	Date	Chairman
Milwaukee	June 7	G. A. Billings
Oedar Rapids	June 8	J. W. Rath, J. C. Hormel
Kansas City	June 9	Wm. Diesing, H. S. Bicket
CIRCUIT No. 4.		
Name of City	Date	Chairmen
Nashville	June 9	K. M. Zaeh, Henry Neuhoft, E. S. Papp

The Institute's Regional Committee, which includes the Chairmen of the Regions named above will meet in the Institute offices on June 4. Further information about the time and place of the meetings will be announced within a short time.

NEW BROOKLYN PACKING PLANT.

The recently organized White Packing Company, of Brooklyn, N. Y., has completed the alterations and additions to its plant and is now operating. The company will do a general packing house business, such as cutting and curing hogs, manufacturing sausage, etc., but will not slaughter.

The former Popular Market warehouse has been leased for a number of years by the White Packing Company. The building has been entirely renovated and converted into a modern, sanitary, pork packing establishment. It is built of brick, concrete and cement throughout.

Situated at the corner of Marion street and Reid avenue, with a frontage of 85 feet and a depth of 75 feet, it is ideally located in every respect. At the present time the building is only one story above the street level, but in addition to this there is a cellar running the full length

and width of the main building. The foundation and other essentials are so arranged that more stories may be added at any time.

In what was formerly the garage is located the modern sanitary sausage kitchen, 80 by 28 feet, with a capacity of 40,000 pounds a week. This kitchen is equipped with all the latest machinery.

The curing cellars, covering a space of 34 by 50 feet, are divided into three connecting compartments where 150,000 pounds of meat can be handled at a time.

The main coolers with their various degrees of cold, and in which 750 hog carcasses can be hung, are located on the street floor. The main ice box covers a space of 32 by 37 feet.

Refrigeration is supplied by a 15 ton ice machine, while a 10 ton machine is kept in reserve, to be used in case of accident or if additional refrigeration is required.

A large loading platform is located on the Marion street side of the building and is completely under cover.

The company was organized by four experienced live wires, all of whom are officers and take an active part in the management of the plant. They are Harry M. White, president; Morton W. Weiler, vice-president; George A. Hilcken, secretary; Morris Savitt, treasurer.

Western Packers to Meet

Plans are virtually complete for the six regional meetings of the Institute of American Meat Packers which will be held on June 7, 8, 14, 15, 18 and 22 in six western packing-house centers as follows:

Date.	Region.	Place.
June 7	Middle Southwest	Oklahoma City, Okla.
June 8	Southwestern	Dallas, Texas
June 14	Southern California	Los Angeles, Calif., Central Manufacturers' Club, 2 p.m.
June 15	Northern California	San Francisco, Calif., Palace Hotel, 2 p.m.
June 18	Pacific Northwest	Portland, Ore., Multnomah Hotel, 2 p.m.
June 22	Colo., Wyo., Mont.	Denver, Colo., Stockmen's Club, 2 p.m.

President Oscar G. Mayer, Executive Vice President W. W. Woods, and Dr. W. Lee Lewis, director of the Institute's Department of Scientific Research, will be present at the meetings.

So. American Meat Trade Sharp Competition Between Plants Benefits the Cattle Growers

(Staff Correspondence of The National Provisioner.)

Buenos Aires, April 26, 1926.

The meat situation in South America is very precarious. North American and English concerns are competing sharply, and the result is that both lose money. The Argentine and Uruguayan stock breeders, however, are benefiting by this competition fight.

A great agricultural meeting was held in Buenos Aires, called by the farmers and stock breeders in the Argentine and Uruguay. The packers, or as they are sometimes called here, the owners of the frigorificos, sent a memorandum to the visitors of this meeting, wherein they referred to the difficulties which they meet in Spain, France and especially in Germany with their prohibitive duties on packers' products.

Uruguayans Want Government Plant.

All talk of a government frigorifico in Argentina has ceased, but this idea seems to be uppermost in the minds of the Uruguayans.

In some northern cities of the Argentine the stock breeders have started co-operative plants. These are packinghouses where the fresh beef is boned out and then pickled and salted and afterwards hung up to dry in the open air.

This meat is consumed in the hot provinces of Brazil, where they have very inferior cattle, the meat from which is not suitable for this process. Cuba also is a big consumer.

These plants are usually situated in cattle districts where there are no or very unreliable railways, and from where the transportation to the big cattle markets is very expensive.

This is the old rough way of converting cattle into marketable products. Those "saladeros," as they are called, have to give up their business in the Argentine and in Uruguay when they have frigorificos as their neighbors, as they never can compete with a modern frigorifico, or packing plant.

BOUGHT PRIZE STEER.

The Jacob Schlachter's Sons Co., the well-known high-class beef butchers of Cincinnati, Ohio, purchased at auction the prize steer at the Cincinnati Stock Show given under the auspices of the Ohio Breeding & Livestock Association at the Cincinnati Union Stock Yards. This steer weighed 1,220 lbs., and was bid in at 19 1/4 cents per pound.

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What Kind of Competition

In an address before the recent an-
nual meeting of the United States
Chamber of Commerce, Secretary of
Commerce Herbert Hoover made the
significant statement that the biggest
need of business today is thoughtful
consideration of the essential question
of "how to substitute constructive com-
petition for destructive competition."

This is a question that has been given
much thought in the packing industry,
where a great deal of destructive com-
petition exists. Faulty methods and
selling practices in the disposition of
packinghouse products have been called
to the attention of the industry many
times in the past few years in the "Sell
Right" discussions in pages of THE
NATIONAL PROVISIONER.

One of the most destructive seems to
be the reckless determination to secure
volume at any expense.

This is one of the most destructive
types of competition with which it is
possible to afflict an industry. There
seems to be nothing of a constructive
nature in the competition that indulges
in price-cutting for the deliberate pur-
pose of taking business away from an-
other.

The product of manufacture of the
industry is sufficiently perishable that
price reductions must sometimes be in-
dulged in to move product before it be-
comes too old. Even this should be
avoided, as far as possible, by buying
raw product close to trade needs, and
being careful not to overstay the mar-
ket.

Price-cutting policies are quite differ-
ent from forced sales.

So is the practice of letting salesmen
use their own judgment in "shading"
price lists to effect sales. The man on
the road has no means of knowing
costs, and can only sell by the figures
furnished by the sales executive. Price
"shading" according to a salesman's
judgment, in order to secure business,
is bound to result in destructive compe-
tition.

The packing business is one of the
most highly competitive of industries.
It is so organized that the whole na-
tion can be furnished its meat supply,
from the most congested center to the
sparsely-settled section. Competition
on the basis of cost and quality is well
established between national, interstate
and local packers.

This is constructive competition, of
the sharpest kind.

There would seem to be no place for
destructive competition brought about
by faulty selling practices. The origi-
nator of the practice pays the price in
the long run, as does every one of his
competitors. No one profits.

The industry can well give thought to

Mr. Hoover's suggestions. Its margin
of profit is small, and nothing should be
encouraged that will still further nar-
row that margin.

A Move for Better Hides

Faulty skinning and curing of hides are
responsible for enormous money loss in
the hide business, especially among smal-
ler packers, local killers and on farms.

With the idea of developing plans to
lower these losses by improving the
quality of raw hides and skins a confer-
ence was recently held in Washington
under the auspices of the U. S. Depart-
ment of Agriculture, at which producers,
butchers, hide dealers, tanners and shoe
manufacturers were represented.

At this conference Secretary of Agri-
culture Jardine expressed the hope that a
cooperative basis for operating can be
devised that will enable the producer of
hides to get a price which will encourage
him to take more pains in skinning
animals and caring for the hides.

The Secretary feels that the practice of
hammering down the price of a hide
simply because of its "country" origin
must be eliminated, and that "flat" buy-
ing of country hides must be abolished
before general improvement can be
brought about.

Secretary Hoover also addressed the
conference, and saw an important angle
of his program on the elimination of
waste in the business of hide production.
"If you can bring about the elimination
of waste in the production of raw leather
making material," he said, "you will first
benefit the farmer, then cut the cost of
leather production, and in the end benefit
the consumer."

As a result of this conference, a com-
mittee will be appointed by the Secretary
of Agriculture to work on the problem of
grubs, insects, diseases and branding; one
on the problem of skinning and curing;
and a third on classification and market-
ing of hides. A fourth committee will
deal with hide statistics.

In line with the Department of Com-
merce's plan to eliminate waste and im-
prove the quality of raw material, an
advisory committee will be appointed by
that department to work primarily on the
economic aspects of the technical prob-
lems connected with hide production and
marketing, and to enlist support for the
campaign of betterment.

All of these forces working in harmony
and to a definite end should, it is be-
lieved, result in improvement in the
quality of raw hides and skins for leather
making, and bring a better return to the
hide producer.

PRACTICAL POINTS FOR THE TRADE

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What is Bologna Sausage?

Its Italian and German Ancestors And How to Make Them

BY "OLD TIMER"

In my travels over the country and my contacts with the principal sausage-makers the question is often asked me, "What is bologna sausage, and where did it originate?"

The bologna sausage made and sold in the United States is purely an American product, the combination of the original product made in Bologna, Italy, and the common Koch Bruwurst of Bavaria.

Italian Bologna.

The Italian product is made in the following way:

Take beef trimmings, remove the principal sinews and fat and cut in chunks the size of the fist.

To 100 lbs. of beef add 3 lbs. salt, 6 oz. saltpeter and 1 lb. granulated sugar. Mix and put in tierces for 6 days.

After that run through half-inch plate, put in mixer and add 7 oz. of white pepper and half a head of garlic. First rub the garlic fine in 1 lb. of salt, this salt to be in addition to the 3 lbs. used in the curing formula.

Add one pint of pure, well-cooked lard. It is important that the lard be well cooked, with a trifle of salt added to it while cooking. Add this lard in the melted state.

After thoroughly mixing with the meat, run through 5/64 in. plate and stuff in beef straights (middles).

Hang in a dry smokehouse, with just cold sawdust smoke. Avoid heat. Smoke from 6 to 10 days.

This product keeps well if properly handled. It is eaten raw, or fried in pure olive oil.

Bavarian Bologna.

The Bavarian product is made as follows:

Take fresh beef trimmings from a young bull or a good meaty cow, not too fat. The animals from which this meat comes must rest at least 3 to 4 hours before slaughtering.

Cut the meat in small chunks with a knife. To 100 lbs. of meat add 3 3/4 lbs. salt, 6 oz. saltpeter, and 2 lbs. granulated sugar. Mix well and put in pans about 6 in. deep. Keep in cooler for two to three days.

Take 75 lbs. of this beef and run through 3/16 in. plate; also 25 lbs. of fresh pork trimmings and run through 1/4 in. plate. Put beef in silent cutter, add 2 quarts of No. 2 (50 deg.) sweet ham pickle and run for three-quarters of a minute. Be careful not to heat the meat by running too long in silent cutter.

Then add the fresh pork trimmings which have been run through the 1/4 in. plate.

For seasoning add 6 oz. white pepper,

the grated peel of 1 lemon, 1 1/2 oz. coriander.

To the mixed meats and seasoning, add 5 lbs. of fat back pork, cut in small dices. Stuff in round beef casings or hog casings tied off in 4 in. lengths. Smoke in a moderate smokehouse until dry and a rich cherry color is secured.

Immediately from the smokehouse put in cooking vat at 160 deg., and cook according to thickness of sausage. Avoid overcooking. Also avoid losing time from smokehouse to cook vat, as otherwise there will be heavy shrinkage.

Out of these two recipes the famous American bologna originated.

Several good recipes for the American product have been published in the columns of THE NATIONAL PROVISIONER. Reprints can be secured by subscribers by sending a 2c stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, with request for recipe.

Holding S. P. Meats

Can S. P. meats be held satisfactorily for any length of time after they are taken out of brine and before they are smoked? If so, what is the best method of holding?

A Southern packer has been having trouble with S. P. picnics which have been held for some days after taking out of the brine. He says:

Editor The National Provisioner:

Can you tell us the reason for S. P. picnics turning a lavender color after being held out of brine in a bin for two weeks or more?

Some turn this color, while others of the same age in the same bin do not turn color.

The inquirer asks the reason for picnics turning lavender color after being held out of brine in a bin for two weeks or more.

Figuring Sausage Costs

Are you making money on your frankfurts?

Do you make frequent tests to find out whether your frankfurts are showing a profit or a loss?

Cost of materials is likely to change over night, and will cause a lot of trouble if you don't know at all times just what it costs you to make them.

THE NATIONAL PROVISIONER'S revised Sausage Test Card will help you in your figuring. Fill out the coupon below and send it in for a supply of these forms.

The National Provisioner,
Old Colony Bldg.,
Chicago.

Please send me.....Sausage Test Cards. I want to keep posted on my frankfurt costs.

Name

Street

City

Single copies, 2c; 25 or more, 1c each; quantities at cost.

Holding S. P. meats so long after they have been taken out of brine is very unusual, and the practice is somewhat contrary to good packinghouse principles.

It is probable that the product more exposed to the air will naturally discolor to some extent.

If the inquirer has no facilities, and is compelled to carry his meats after they come out of pickle, it is suggested that they be held on racks at 26 to 28 deg. temperature.

After draining, do not put such meats back in pickle, as the product will become spongy.

In holding this way, if it happens that the skin side of the product turns a little slimy, be sure to wash it off with a weak brine before smoking.

Where possible, it may be found more desirable to back-pack the S. P. meats than to take them out of brine and hold. This is done by putting the product in a 40 or 50 deg. pickle and placing in freezer temperatures of 5 degs. above zero or lower.

What has come to be recognized as the best practice in holding meats is to freeze the product green, thawing out and curing as needed.

Pork Loin Roll

With the growing popularity of "ready-to-serve" meats, packers are looking more and more to adding new items to the list they manufacture. An Eastern manufacturer wants to know how to make loin roll. He says:

Editor The National Provisioner:

We want to make boiled loin in bungs or rolls. Can you furnish us a recipe?

Pork loin roll is cured and made up for the wholesale trade as follows:

Remove bones from the fresh loins, preferably the heavy averages, 18/22 lbs., and place the fresh boneless loins in a dry cure, using

3 lbs. salt

1 1/2 lbs. granulated sugar

3 oz. saltpetre or nitrate of soda

to each 100 lbs. of fresh loins.

The loins must be cured in closed airtight tierces for 21 days, at a temperature of 36 to 40 degs. They are then removed from the tierces and made into rolls, as a rule using three strips of loins and wrapping with seine twine tightly, strings to be about a half inch apart for the full length of the loin, and pulled as tightly as possible.

After the loins are rolled in this manner, trim off the ends neatly and smoke the loins for two to three hours at a temperature of 100 to 110 degs. Then cook at a temperature of 170 degs. for about two hours.

When chilled they are ready to be placed on the counter and sliced as wanted.

What precautions should be observed in cooking blood? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

Boneless Beef Tests

A dealer in boneless beef cuts is interested to know the average yield of canner cows and bologna bulls. He says:

Editor The National Provisioner:

Can you supply me the information on any tests of canner and cutter cows, also on bologna bulls, the latter on a 700 lb. average basis?

The inquirer asks for tests on canner and cutter cows and on bulls of about 700 lbs. average. Following is a test on bulls and strong tenderloin cattle:

Bulls.	
Product	Yield %
Beef tenderloins .....	.98
XX tenderloins	1.00
Beef rolls	2.18
XX rolls	1.02
Boneless strips	1.20
XX boneless strips	1.60
Shoulder clods	2.48
XX shoulder clods	1.72
Sirloin butts	1.68
XX sirloin butts	1.34
Insides	4.87
Outsides	2.32
Knuckles	3.24
XX ham pieces	4.25
Bull boneless chucks	15.88
Bull beef trimmings	16.82
Bull boneless briskets	2.60
Chuck rolls .....	.54
Bull shank meat	7.62
Flank steaks .....	.38
Bull rump butts	1.26
Kidneys .....	.28
No. 2 fat	1.34
No. 1 fat .....	.42
Skin	1.22
Shank bones	6.24
Bones	13.46
Shrinkage	2.06
	100.00

Strong Tenderloin Cattle.

Product	Yield %
Boneless chucks	10.55
Beef trimmings	15.50
Shank meat	7.00
Small meat	1.90
Boneless briskets	1.60
Chuck rolls .....	.90
Rump butts	1.40
Shoulder clods	3.90
Boneless strips	2.52
Sirloin butts	4.20
Beef tenderloins	2.02
Regular rolls	3.00
Insides	7.10
Outsides	4.12
Knuckles	3.92
Beef kidneys .....	.60
Skin	2.72
Bones	17.18
Shank bones	8.18
Flanks .....	.58
Fat	1.47
	100.00

PROGRESS ON SOFT PORK.

From the results obtained to date in the experimental work relating to the "soft-pork problem" it may be concluded, says the United States Department of Agriculture, that the wider the ratio of softening fats in the ration to the carbohydrates and protein from which synthetic fat is formed the firmer the carcass. It is evident that the fat formed from carbohydrates and protein is always materially harder than that derived from the fats of peanuts, soy beans, rice, and corn, all of which are strikingly softening.

A mixture of corn meal 5 parts and peanut meal 1 part fed with or without supplementary minerals to pigs starting at 80 pounds and making gains of about 100

Smoking Bacon and Hams

Many inquiries have been received by THE NATIONAL PROVISIONER for smoking methods for cured meats. Full directions for soaking and smoking S. P. meats have been published in THE NATIONAL PROVISIONER, together with a summer smoking schedule for all products, giving hours in smoke and approximate shrinkage. A table of practice in wrapping meats also was given.

A reprint of this may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp:

THE NATIONAL PROVISIONER,
Old Colony Bldg.,
Chicago.

Please send me reprint on smoking
bacon and hams.

Name

Address

City

Enclosed find a 2c stamp.

pounds in 9 or 10 weeks produces, in the usual case, hard or medium hard hogs. When the corn meal is reduced to 2 parts to 1 of peanut meal either soft or hard hogs may result. The feeder is cautioned not to use this combination unless he is willing to accept any consequences that may come from offering soft hogs to the market.

The progress made in the solution of the soft-pork problem is discussed in Department Bulletin 1407, just published by the United States Department of Agriculture in cooperation with the agricultural experiment stations of Alabama, Arkansas, Georgia, Indiana, Kentucky, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, and Texas. Some conclusions regarding the feeding of various feeds in different combinations are listed in the bulletin. They do not, however, represent all of the results actually obtained during the progress of this work. Many other questions involved in the problem are being studied and a great mass of valuable data pertaining to them has already been obtained.

Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

TRADE MARK APPLICATIONS.

John F. Jelke Company, Chicago. For margarine. Trade Mark: WINNER. Application serial No. 207,377. Claims use since Feb. 1, 1910.

The D. E. Wood Butter Company, Evansville, Wis., and Chicago, Ill. For margarine. Trade Mark: ANCHOR. Application serial No. 227,547.

APPLICATIONS GRANTED.

Kroger Grocery & Baking Co., Cincinnati, Ohio. For leaf lard, hams, picnics,

Country Club

cottage butts, bacon, bacon squares and pork sausage. Trade Mark: COUNTRY CLUB. Application serial No. 222,682.

Jaburg Brothers, Inc., New York City. For margarine. Trade Mark: BAKER'S BUDDY. Application serial No. 221,489.

The progress made in the solution of the problem in its more practical aspects has come through the definition and establishment of certain basic facts associated with the normal process of growth and fat formation in the hog. These facts pertain to the relative softening or hardening properties of the feeds concerned in the desired combinations and the reasons for such properties; the influence of the stage of development or size at which a given ration is fed; and the influence of gains on the rations.

A copy of this bulletin may be secured as long as the supply lasts by writing to the United States Department of Agriculture, Washington, D. C.



FANCY SAUSAGE PRODUCTS ATTRACT MUCH ATTENTION.

This picture shows the excellent display of the famous "Sugardale" ready-to-serve meats arranged by the Stark Provision Company, Canton, Ohio, at a recent pure food show there. The stand where the display was held was one of the busiest at the show, more than 15,000 people visiting this booth during the six days it was held.

To prepare these unique sausage products, expert sausage makers were brought from Germany, where they had been thoroughly trained in the art of fancy sausage making. Several weeks of careful, painstaking work was required to prepare these unusual-looking meat products, which are very seldom seen in this country.

TRADE GLEANINGS.

Camilla Cotton Oil Company plans to increase the capacity of its oil mill in Camilla, Ga.

Extensive improvements are being made to the plant of the Grenada Oil Mill in Belzoni, Miss.

Eastern Cotton Oil Company plans to rebuild its warehouse in Elizabeth City, N. C., which was recently destroyed by fire.

Planters Cotton Seed Products Company, Fitzhugh street, Dallas, Tex., has increased its capital stock from \$100,000 to \$150,000.

British Canadian Packing Company is building a modern abattoir in St. John, N. B., said to be the first of its kind in the province.

Lake County Cotton Oil Mill Company has been incorporated in Tiptonville, Tenn., with a capital stock of \$301,000 by R. E. Rice, W. B. Maxey and others.

At a recent meeting of the board of directors of the Tegarden Packing Company, West Plains, Mo., it was voted to change the name of the company to the West Plains Packing Company.

The plant of the John Groce & Son Packing Company in Circleville, Ohio, has been sold to Rea R. Beales. Mr. Beales plans to remodel and re-equip the plant during the summer, and reopen it in the fall.

W. B. Douglas was elected president of the Western Packing Company, Amarillo, Tex., at a recent stockholders' meeting, succeeding W. H. Batchler. Other officers elected were Fred Galle, vice-president and A. M. Freeman, secretary. The board of directors consists of the officers and W. H. Batchler and C. L. Wood.

PRESENT HOG PROSPECTS.

It is now the opinion of government hog crop forecasters that hog marketings up to June will not be much different from last year. They believe the receipts from July to October will be "somewhat larger."

When hogs are high compared to corn, and are consequently fed heavier, the government experts say studies of the past show that there is a tendency for the delayed marketing to continue over into the summer months, the March to June receipts being about normal.

In its latest review of the hog situation the Department of Agriculture says:

The price of hogs declined slightly during March, as compared with February, following an increase in receipts, the decline being most marked in the case of heavy hogs.

Receipts of hogs at the central markets from November to April ran consistently from 25% to 30% below receipts for the corresponding period last year. During March, however, the receipts increased until they were only one or two per cent below those of March a year ago. This is in line with expectations that the favorable feeding ratio between corn and hogs would retard the marketing of hogs during the winter months.

Although the reported receipts are now running slightly lower than last year, it is probable that total quantity of pork arriving at the markets is greater, owing to the heavier average weight and to a greater proportion of direct shipments, not reported in the receipts.

With the present large discount on

heavy hogs, it probably does not pay to feed hogs out to more than 225 pounds, even with the prevailing low price of corn. Above this point the increased gain is likely to be entirely offset by the increased amount of corn required per pound of gain and the lower price per pound received for the heavier weights.

It appears from studies recently made that when hogs are high in price relative to corn, and are therefore fed out to heavier weights, there is a tendency for the delayed marketing to continue over into the summer months, and for the marketings from March to June to be about normal.

Judging from this, it appears probable that the marketings of hogs from April to June will not be much different from last year, while the marketings from July to October are likely to be somewhat larger.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, May 19, 1926.—Wholesale prices on green and cured pork products: Pork loins, 34@35c; green hams, 8-10 lbs., 29c; 10-12 lbs., 28½c; 12-14 lbs., 28c; green picnic, 4-6 lbs., 20c; 6-8 lbs., 19c; green bellies, 6-8 lbs., 28c; 8-10 lbs., 28c; 10-12 lbs., 27½c; 12-14 lbs., 27c; S. P. bellies, 6-8 lbs., 26c; 8-10 lbs., 26c; 10-12 lbs., 25c; 12-14 lbs., 24c; S. P. hams, 8-10 lbs., 29c; 10-12 lbs., 28c; 12-14 lbs., 27c; 18-20 lbs., 26c; city dressed hogs, 22½c; city team lard, 16c; compound, 16c.

NEW YORK LIVESTOCK.

Receipts of livestock at New York for week ending May 15, 1926, are reported officially as follows:

	Cattle.	Calfes.	Hogs.	Sheep.
Jersey City	4,506	13,571	6,702	21,083
New York	3,799	1,623	.....	14,687
Central Union	937	4,807	14,973	2,410
Total	9,302	20,001	21,675	38,780
Previous week	8,681	17,294	20,575	39,230
Two weeks ago	9,178	18,831	11,320	54,038

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending May 15, 1926.

	CATTLE.	Week ending May 15.	Prev. week.	Cor. week.
Chicago	40,880	44,090	30,879	25,424
Kansas City	21,582	55,841	25,424	25,424
Omaha	19,168	24,700	20,562	20,562
East St. Louis	10,115	10,884	16,311	16,311
St. Joseph	7,639	10,575	7,434	7,434
Sioux City	8,276	11,444	7,990	7,990
Cudahy	1,045	855	850	850
Fort Worth	10,143	.....	7,533	7,533
Philadelphia	2,347	1,923	2,371	2,371
Indianapolis	4,858	2,446	2,483	2,483
Boston	1,196	1,939	1,437	1,437
New York and Jersey City	10,305	10,414	11,136	11,136
Oklahoma City	4,220	5,400	4,190	4,190
Total	141,762	180,551	138,430	138,430

	HOGS.	Week ending May 15.	Prev. week.	Cor. week.
Chicago	82,499	91,000	103,700	103,700
Kansas City	25,807	23,485	21,865	21,865
Omaha	30,062	34,996	46,584	46,584
East St. Louis	32,532	29,737	24,839	24,839
St. Joseph	21,619	23,220	17,753	17,753
Sioux City	22,719	28,194	35,022	35,022
Cudahy	11,479	10,897	10,343	10,343
Fort Worth	3,112	.....	4,495	4,495
Philadelphia	15,875	16,189	14,391	14,391
Indianapolis	24,193	18,004	17,367	17,367
Boston	14,381	12,275	9,420	9,420
New York and Jersey City	38,591	41,159	41,251	41,251
Oklahoma City	6,552	5,452	3,713	3,713
Total	329,511	334,567	363,727	363,727

	SHEEP.	Week ending May 15.	Prev. week.	Cor. week.
Chicago	64,354	60,878	73,739	73,739
Kansas City	20,096	26,253	26,739	26,739
Omaha	31,319	30,595	37,529	37,529
East St. Louis	6,738	5,229	6,265	6,265
St. Joseph	18,815	21,809	26,471	26,471
Sioux City	2,668	4,099	1,113	1,113
Cudahy	333	299	308	308
Fort Worth	15,002	.....	3,359	3,359
Philadelphia	4,256	5,431	5,839	5,839
Indianapolis	279	124	778	778
Boston	4,774	4,841	6,135	6,135
New York and Jersey City	45,902	44,140	48,827	48,827
Oklahoma City	131	111	76	76
Total	210,690	205,079	237,173	237,173

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, May 20, 1926, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEEERS (Hvy. Wt. 700 lbs. up):				
Choice	\$15.00@16.50	\$15.50@16.00	\$16.00@17.00	.....
Good	14.00@15.00	15.00@15.50	14.00@15.50	15.00@16.00
STEEERS (Lt. & Med. Wt. 700 lbs. down):				
Choice	16.00@17.00	16.00@17.50	17.00@17.50	17.00@17.50
Good	14.00@16.00	.....	14.00@15.50	15.00@16.50
STEEERS (All Weights):				
Medium	13.00@14.00	13.50@15.00	13.00@14.00	14.50@15.00
Common	12.50@13.00	12.50@13.50	12.00@13.00	12.50@13.50
COWS:				
Good	13.00@14.00	13.00@13.50	12.50@13.50	13.50@14.00
Medium	11.50@13.00	12.00@13.00	12.00@12.50	12.00@13.00
Common	10.50@11.50	11.00@12.00	11.00@12.00	11.00@12.00
Fresh Veal (1):				
VEALERS:				
Choice	21.00@22.00	.....	21.00@22.00	21.00@22.00
Good	18.00@21.00	.....	17.00@20.00	19.00@20.00
Medium	16.00@18.00	15.00@16.00	15.00@17.00	16.00@18.00
Common	13.00@16.00	14.00@15.00	14.00@15.00	.....
CALF CARCASSES (2):				
Choice .....	.....	.....	.....	15.00@16.00
Good .....	.....	14.00@15.00	.....	14.00@15.00
Medium .....	.....	13.00@14.00	.....	.....
Common .....	.....	.....	.....	.....
Fresh Lamb and Mutton:				
SPRING LAMB (Gd.-Ch.)	33.00@35.00	30.00@32.00	31.00@34.00	31.00@35.00
SPRING LAMB (Medium)	30.00@32.00	27.00@30.00	28.00@31.00	28.00@30.00
SPRING LAMB (Common) .....	.....	25.00@28.00	25.00@28.00	26.00@28.00
LAMB (30-42 lbs.):				
Choice	31.00@32.00	29.00@30.00	29.00@31.00	31.00@32.00
Good	29.00@30.00	27.00@29.00	28.00@30.00	29.00@31.00
LAMB (42-55 lbs.):				
Choice .....	.....	27.00@29.00	28.00@29.00	.....
Good .....	.....	26.00@28.00	27.00@28.00	27.00@29.00
LAMB (All Weights):				
Medium	20.00@28.00	24.00@27.00	24.00@28.00	25.00@27.00
Common	25.00@28.00	22.00@25.00	22.00@25.00	.....
MUTTON (Ewes):				
Good	15.00@17.00	15.00@17.00	14.00@15.50	15.00@16.00
Medium	14.00@15.00	14.00@15.00	13.00@14.00	14.00@15.00
Common	13.00@14.00	12.00@14.00	12.00@13.00	12.00@13.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	29.00@31.00	29.00@31.00	28.00@31.00	29.00@31.00
10-12 lb. av.	27.00@29.00	28.00@30.00	27.00@30.00	27.00@29.00
12-15 lb. av.	26.00@27.00	27.00@28.50	25.00@28.00	25.00@27.00
15-18 lb. av.	23.00@24.00	25.00@27.00	24.00@27.00	24.00@25.00
18-22 lb. av.	22.00@23.00	23.00@25.00	23.00@25.00	23.00@24.00
SHOULDER:				
N. Y. Style—Skinned	19.00@20.00	.....	19.00@21.00	20.00@21.00
PICNICS:				
4-6 lb. av.	16.50@17.50	19.00@20.00	18.00@19.00	17.00@18.50
6-8 lb. av. ....	.....	18.00@19.00	.....	.....
BUTTS: Boston Style	24.00@25.00	.....	24.00@25.00	24.00@25.00
SPARE RIBS: Half Sheets	15.00@17.00	.....	.....	.....
TRIMMINGS:				
Regular	12.50@13.00	.....	.....	.....
Lean	20.00@21.00	.....	.....	.....

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

A Page for the Packer Salesman

Shows Dealer How to Sell Salesman Who Uses His Head Can Get Volume with Profit

The live-wire packer salesman who is not afraid of work and who uses his head is not only able to help his customers, but at the same time boosts his sales without sacrificing profit.

Here is the case of one salesman who proved to a customer that he should order *ten times* as many picnics as he had been, by going behind the block himself and selling them all in four hours!

That is the sort of salesmanship that spells success. Of course it means work, but it is well worth it.

Read this letter and see how simple it is:

Editor THE NATIONAL PROVISIONER:

Our representative in the Tri Cities has been demonstrating that our hockless picnics can be sold in large quantities. This salesman recently turned down an order for 50 pounds of picnics, saying that that particular merchant could sell 500 pounds.

The dealer laughed and said that he couldn't sell that much in a month. The salesman proved that they could be sold in *four hours* by going behind the block himself one Saturday morning.

The result is that this particular dealer is now a regular buyer of our hockless picnics in weekly lots of from 300 to 500 pounds. And his customers like the quality.

This salesman has been demonstrating our products the same way to other merchants in the Tri Cities.

Nearly every Saturday morning finds him in a different shop, proving to the dealer that it is a simple matter to sell this quantity of picnics in a few hours.

PACKER SALES MANAGER.

WHAT'S YOUR JOB WORTH.

Did you ever seriously consider the value of your job—the cold dollars-and-cents value? Did you ever stop to figure out the amount of money you must invest in order to receive the income that you receive from your job?

Suppose you are earning \$100 a month. Now suppose you had an investment that was yielding you \$100 a month, or \$1,200 a year. At 6 per cent, you would have to invest \$20,000 in order to receive a return of \$100 a month. Therefore your job is worth \$20,000.

It is not hard to extend the figures and see that a \$150 job is worth \$30,000; a \$200 job, \$40,000, and so on.

Are you protecting your job as you would its equivalent in cash?—Old Hickory Smoke.

How are the various kinds of edible beef offal handled on the killing floor? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

Sentence Sermons

Written for THE NATIONAL PROVISIONER
by Roy L. Smith.

THE BEST BUSINESS MAN—

- Is one who holds his honor higher than any profit.
- Is one who is not conceited by success, nor melancholy because of defeat.
- Is one who neither grovels for the rich nor despises the poor.
- Is one who places his confidence in merit, not in bombast.
- Is one who gives the rights of others as careful consideration as his own.
- Is one who has an acute sense of justice.
- Is one who attends to his own business and some community business.

SNAPPY SALESMANSHIP.

Here's the way a salesman can cover a lot of territory in one day—even if he doesn't uncover any business:

Salesman: "Mornin'."
Retailer: "Mornin'."
Salesman: "Somethin'?"
Retailer: "Nothin'."
Salesman: "Mornin'."

Down-to-Date Definitions BY "OLD TIMER."

Longfellow could take a worthless piece of paper, write a poem on it, and make it worth \$65,000.

That's Genius.

There are some men who can write a few words on a piece of paper and make it worth a million dollars.

That's Capital.

The United States can take an ounce and a quarter of gold and make it worth Twenty Dollars.

That's Money.

A mechanic can take material worth \$5.00 and make it into watch springs worth One Thousand Dollars.

That's Skill.

There are men who can take a fifty-cent piece of canvas, paint a picture on it, and make it worth a thousand dollars.

That's Art.

Some men can take an article costing 50c and sell it for a dollar.

That's Business.

But packers buy hogs for cash at 13c, and then sell their lard on time for 13c.

THAT'S TOUGH!

I know a few fellows who pay \$3.00 a year for a subscription to THE NATIONAL PROVISIONER and never read it, thus missing thousands of dollars worth of information.

That's just plain Darn Foolishness!

The "Old Timer" could write a check for \$10,000, but it wouldn't be worth a cent.

That's Hell!

Good Salesmanship

Base Your Selling Tactics On Quality Rather than Quantity

By J. H. Tregoe, Executive Manager, National Association of Credit Men.

Quantity, unfortunately, seems to be the popular standard of good salesmanship. What happens to the buyer seldom enters the subject. It is merely the sales end that figures in the popular standard.

This exceedingly strong tendency to quantity has placed an undue emphasis on production rather than consumption, and is one of the main reasons why these two elements of trade are now out of joint.

Many stores are cluttered up with merchandise bought under the spell of a persuasive tongue and that never had any chance in the world of catching the consumer's eye. I do not believe the quantity standard has done us any good in our trade expansion.

Must Consider Buyer's Needs.

Unless we think of the buyer and consider whether or not the goods we sell him are going to do him good and give the proper turnover, a real good piece of salesmanship has not been performed, and quantity as a popular standard can be challenged.

The fundamental element in salesmanship should be co-operation. The sales and buying ends of the transaction must be compared, and if they do not bear the proper relation, if either end tips the scale of influence, then co-operation does not control and the value of the transaction can be questioned.

Quality, not quantity, must be the standard of good salesmanship. If in a sale, whether of a commodity, an idea or a plan, we have not performed a real service and done nothing more than benefit ourselves, it is a poor transaction and in the final run of things will carry an expensive reaction.

If a damper could be put on the tendency to quantity rather than to quality, all business would be benefited.

GET OUT WHEN SALE IS MADE.

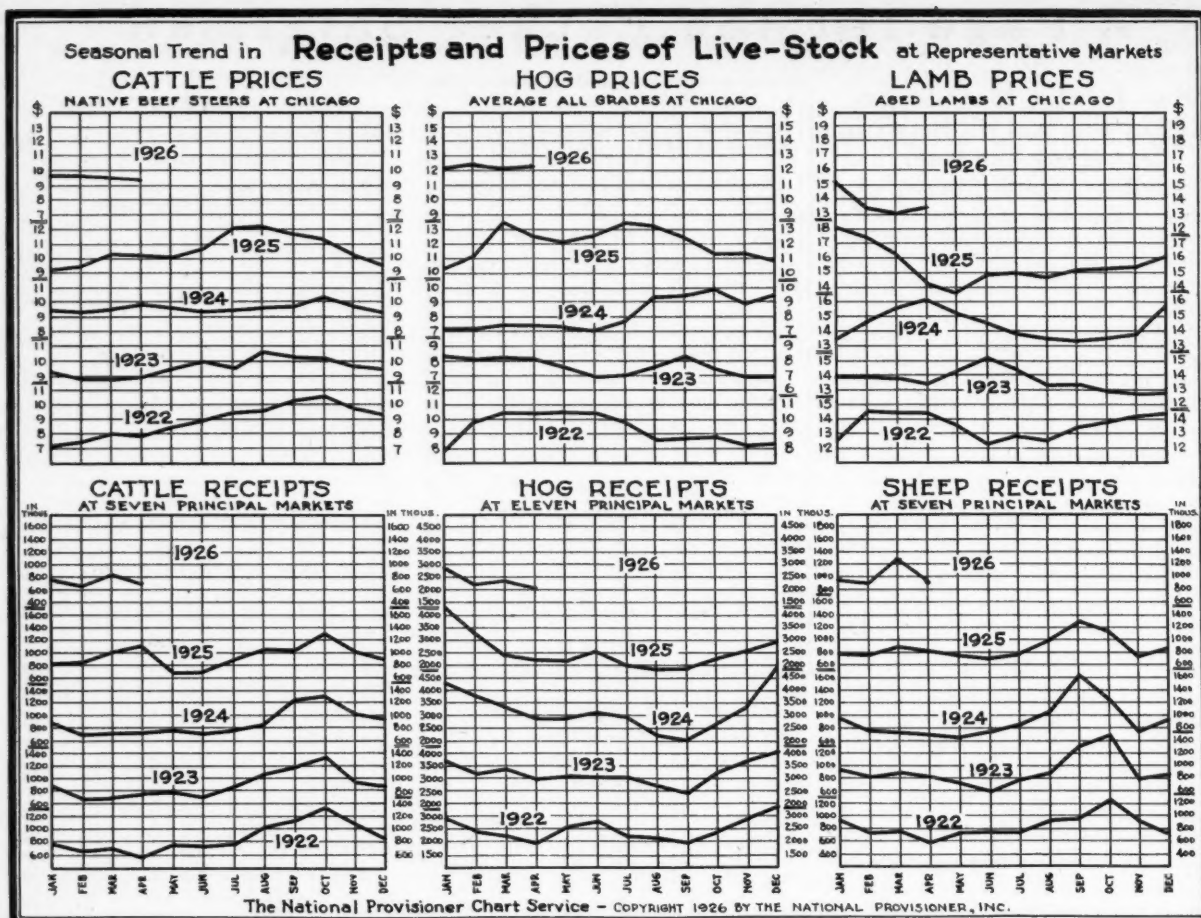
"When you have made your sale," says an old-time successful salesman, "get out! It's one of the most important points a salesman of any kind ought to know and practice."

No matter how favorable may be the impression you make, no matter how welcome you seem to be, get out when the sale is made.

Human nature is queer. There is a quirk in some men that will incline them to take their favor from you temporarily. It's without good reason, perhaps; but it's a fact.

Get out when the sale is made! By lingering and breaking this law of salesmanship, you may not lose the order you've just placed, but you endanger the chance of "repeat" orders.

Get out when the sale is made, but of course don't be too abrupt about it.—*Meat Trade Topics.*



This chart in THE NATIONAL PROVISIONER MARKET CHART SERVICE series shows the trends of livestock prices at Chicago and receipts at principal centers for the first four months of 1926, with comparisons for the four years previous.

Prices of native beef steers at Chicago have held at a lower average level throughout the first four months of 1926 than they did in the same period last year, the price trends more nearly resembling those of the same period two years ago.

Native steer prices suffered somewhat as a result of the larger number of medium cattle coming to market this year, all classes of cattle showing more finish than in years of lighter corn crops. The beef supply has been heavy and prices have suffered accordingly. The limited supply of pork products, however, has been a strengthening factor in the cattle market.

Hog prices have held to their high level reached during the first month of the year. The tendency during April was upward, with a decline in receipts, which were steady throughout the month. The added average weight of hogs has helped to make up for the steadily declining receipts.

Owing to the large number of weighty lambs appearing on the market since the first of the year, lamb prices have shown a steady downward trend. Fed Westerns furnished the bulk of the offerings, and many of these were so heavy that a marked price discrimination became evident. With the appearance of the California lambs in April, and some natives, prices showed a gradual upward trend.

Sheep receipts during April declined sharply from those of the previous month, the period witnessing the clean-up of Western feedlots and a period of some shortage prior to the runs of the earlier native lambs.

The outlook is for cattle to furnish much of the meat supply, making up in large measure for the shortage in the hog runs. Hogs are high and packers will do well to consider carefully their trade needs and adhere to these as closely as possible. This particular period in the industry seems to be one when profit is vastly more important than volume.

EUROPEAN PROVISION CABLES.

The Hamburg market remains the same, says Trade Commissioner E. C. Squire in his weekly cabled report on European provision conditions for the week ended May 15, 1926.

The approximate receipts of lard on the Hamburg market for the week was 1,400 metric tons.

The arrivals of pigs at 20 German markets was 78,000, compared with 70,000 for last year, while the top Berlin price was 17.36 cents per pound, compared with 14.32 cents per pound for the same week of last year.

The Dutch market is also rather quiet, with prices remaining steady.

The Liverpool market is reported firm, with stocks and demand about the same as last week.

The total number of hogs and hog carcasses bought for bacon curing in Ireland for the week ended May 15 was 16,000, compared with 15,500 for the same week of last year.

LARD AND GREASE EXPORTS.

Exports of lard from New York, May 1 to May 19, 19,666,279 lbs.; tallow, 10,000 lbs.; greases, 2,150,400 lbs.; stearine, 70,000 lbs.

CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on May 14, 1926, with comparisons, are reported as follows by the Chicago Board of Trade:

	May 14, '26	Apr. 30, '26	May 14, '25
Mess pork, new, made since Oct. 1, '25, bris.	477	125	441
P. S. lard, made since Oct. 1, '25, lbs.	31,160,611	30,474,786	65,319,713
Other kinds of lard, lbs.	5,018,995	4,055,080	9,201,030
S. R. middles, made since Oct. 1, '25, lbs.	334,300	403,300	4,238,298
D. S. cl. bellies, made since Oct. 1, '25, lbs.	18,745,752	17,868,111	9,205,155
D. S. rib bellies, made since Oct. 1, '25, lbs.	2,078,277	1,600,217	6,901,061
Ex. sh. cl. middles, made since Oct. 1, '25, lbs.	482,190	482,773	579,580

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Markets Active, Strong—Lard Made New Highs—Hog Movement Moderate—Live Hogs Firm—Commission Houses and Shorts Bought—Statistical Position Cottonseed Oil Helpful.

The market for hog products the past week has been fairly active and strong, with July and September lard at new high levels for the season and with the entire market at new highs for the move, ribs getting close to the season's top.

General buying and covering on the strength in the live hog market, due to a moderate and disappointingly light movement of hogs to the various Western centers, together with a continued good cash demand for meats and hams, tended to bring about the upturn. This was aided somewhat by strength in cottonseed oil and a remarkably strong statistical position in cottonseed oil supplies for the remainder of the season.

Lard Situation Firm.

Short covering, particularly in lard, was persistent, and although cash lard demand was not aggressive, with only a fair trade indicated, the small increases in the lard stocks, together with the comparatively light holdings at the present time, tended to make for a rather firm situation.

Profit taking was quickly absorbed, and selling pressure from the speculative element was limited, although there was some selling on the continued heaviness in the corn market. The latter feature, however, has failed to disturb the live hog price, with the feeding differential extremely profitable, and the relative strength in the live hog market tended to make for a lack of pressure of cash product on the future markets.

Sentiment is extremely mixed and export demand has been restricted somewhat, especially on the Continent by renewed weakness in foreign moneys, which tended to create hand-to-mouth buying power.

The lard situation, however, is firmer than appears on the surface. Stocks of lard at Chicago are not large and are decidedly smaller than a year ago, while there is the prospect of improved export business a little later on. And the domestic lard demand will most likely be stimulated somewhat by what looks like an assured shortage in cotton oil supplies before another oil crop is available.

Cotton Oil Visible Supply Low.

The Government report indicated 911,000 bbls. of cotton oil remaining in the visible supply to take care of the May, June and July consumption as well as the carryover, and it is doubtful whether or not new oil will move freely until some time in October. This would indicate that during the in-between season there will be a marked scarcity of oil and possibly high prices, which will tend to create technically high levels for compound lard and which should result in a better domestic demand for pure lard.

As an offsetting influence there is the general belief that the moderate hog receipts are the result of active feeding of low price corn and that eventually the market will be confronted with a heavy movement of hogs to market. But the important question develops as to whether or not this movement will be forestalled long enough until the time that a better consuming demand for lard and other products is experienced.

The advance in lard has unquestionably

been rapid and almost perpendicular, and the short interest has been materially reduced. However, this is only a technical feature and the price situation usually ultimately depends on the foundation upon which the price is made, and is determined in the long run by the supply and demand situation.

Market Foundation Firm.

The foundation beneath the market and for the immediate future is unquestionably a firm one, and although natural reactions might be experienced from overbought conditions or a weakened technical position by the elimination of shorts, nevertheless the final outcome depends upon whether or not the stocks are to be built up to a burdensome point and whether or not the heavy hog movement feared for so many weeks past will actually develop.

The Chicago stocks of lard increased only 1,650,000 lbs. the first half of May and

totalled 36,180,000 lbs. against 74,521,000 lbs. at this time last year. The receipts of hogs at 64 markets during April totalled 3,134,543, a decrease of 112,197 compared with April 1st last year, while the slaughtering during the month in local houses were 1,871,281 hogs, a decrease of 167,743 as compared with the same month last year.

The average price of hogs at Chicago last week was \$13.35, compared with \$12.80 the previous week and \$12.45 a year ago. The receipts of hogs at Western packing points were 432,200 compared with 490,000 the previous week and 526,000 the same week last year.

PORK.—The market was quiet but firmly held with mess at New York \$38; family, \$40@44; and fat backs, \$31.50@32.50.

At Chicago mess quotable at \$35.

LARD.—Demand was moderate but the market was firm with futures and hogs. At New York prime western quoted at 16.30@16.40; middle western, 16.15@16.25; city, 16½¢; refined Continent, 16¼¢; South America, 17¼¢; Brazil kegs, 18¼¢; compound New York, 15¼¢.

At Chicago regular lard in round lots quoted at May price; loose lard, 95¢ under July; and leaf lard at \$1.45 under July.

BEEF.—The market was quiet and very steady with mess New York \$18@20; packet, \$18@20; family, \$22@24; extra India mess, \$35@40; No. 1 canned corned beef, \$3; No. 2, 8.25; 6 lbs., 18.50; and pickled tongues \$55@60, nominal.

SEE PAGE 39 FOR LATER MARKETS.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, England, May 20, 1926. Market shows considerable improvement this week. Provision supply moderate; undertone firm. Spot prices rule steady to strong on pure lard and boxed meats. More direct buying of A. C. hams, square shoulders and picnics. American packers have been requested to resume shipments, including unboxed meats.

Today's prices are as follows: Shoulders, square, 93s; picnics, 89s; hams, long cut, 131s; American cut, 131s; bacon, Cumberland cut, 116s; short backs, 113s; bellies, clear, 103s; Wiltshires, 114s; Canadian, 120s; spot lard, 80s 6d.

BRITISH PROVISION STOCKS.

(Special Report to The National Provisioner.)

Stocks of provisions on hand at Liverpool on May 1, 1926, with comparisons for last month and last year, as estimated by the Liverpool Trade Association, are as follows:

	Apr. 30, 1926.	Mar. 31, 1926.	Apr. 30, 1925.
Bacon, boxes.....	8,626	13,578	20,501
Hams, boxes.....	2,954	4,293	12,901
Shoulders, boxes.....	1,431	1,328	4,292
Lard (P.S.W.), tierces.....	734	692	1,609
Lard (refined), tons.....	2,295	810	1,384

Imports into Liverpool for the month of April:

Bacon, including shoulders, boxes.....	14,427
Hams, boxes.....	10,938
Lard, cwt.....	96,286

The approximate weekly consumption of Liverpool stocks is given below:

	Bacon, boxes.	Hams, boxes.	Lard, tons.
April, 1926.....	4,500	2,864	775
March, 1926.....	5,757	3,058	635
April, 1925.....	5,247	3,461	786

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States, during the week ending May 15, 1926, as reported as follows by the U. S. Department of Commerce, with comparisons:

Hams and Shoulders, Including Wiltshires.		July 1, 1925*	
Week ending—		to	
May 15, 1926.	May 10, 1925.	May 15, 1926.	May 15, 1925.
M lbs.	M lbs.	M lbs.	M lbs.
Total.....	2,465	2,454	2,080
To Belgium.....	18	18	3,816
United Kingdom.....	2,361	985	1,885
Other Europe.....	883	883	1,605
Cuba.....	55	410	116
Other countries.....	49	139	79

Bacon, Including Cumberlands.		July 1, 1925*	
Week ending—		to	
May 15, 1926.	May 10, 1925.	May 15, 1926.	May 15, 1925.
M lbs.	M lbs.	M lbs.	M lbs.
Total.....	3,535	3,044	3,832
To Germany.....	25	363	287
United Kingdom.....	2,083	1,593	3,161
Other Europe.....	454	1,090	293
Cuba.....	1	1	16,554
Other countries.....	72	28	91

Lard.		July 1, 1925*	
Week ending—		to	
May 15, 1926.	May 10, 1925.	May 15, 1926.	May 15, 1925.
M lbs.	M lbs.	M lbs.	M lbs.
Total.....	11,094	13,739	11,573
To Germany.....	4,948	5,104	4,686
Netherlands.....	339	969	500
United Kingdom.....	3,375	4,062	4,494
Other Europe.....	402	2,028	312
Cuba.....	954	1,167	1,014
Other countries.....	1,176	400	507

Pickled Pork.		July 1, 1925*	
Week ending—		to	
May 15, 1926.	May 10, 1925.	May 15, 1926.	May 15, 1925.
M lbs.	M lbs.	M lbs.	M lbs.
Total.....	304	441	384
To United Kingdom.....	47	12	5
Other Europe.....	193	23	2,385
Canada.....	215	157	23
Other countries.....	42	79	2,790

TOTAL EXPORTS BY PORTS.				
	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total.....	2,465	3,535	11,094	304
Boston.....	1	1	1	2
Detroit.....	734	381	813	48
Port Huron.....	1,573	982	840	211
Key West.....	52	1	776	.....
New Orleans.....	32	1	1,298	40
New York.....	74	2,469	7,325	3
Philadelphia.....	1	1	42	.....

DESTINATION OF EXPORTS.				
	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Exported to				
United Kingdom (Total).....	2,361	2,983	1,886	.....
Liverpool.....	1,069	1,886	.....	.....
London.....	183	.....	.....	.....
Manchester.....	3	.....	.....	.....
Glasgow.....	453	379	.....	.....
Other United Kingdom.....	653	439	.....	.....

	Lard, M lbs.
Exported to	
Germany (Total).....	4,648
Hamburg.....	4,617
Other Germany.....	31

*Revised to March 31, 1926.

Some of the countries which have been appearing in blank on previous statements are now being omitted. The statistics, if any, for these countries, are included either in "other Europe" or "other countries."



Write for Your Copy.

35 YEARS of specialization in temperature control has given us a wealth of knowledge and experience which is at your service. We have regulators for practically every process in the Packing industry. Ask for our Bulletin. Let our engineers help you to make bigger profits.

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New York Boston Toronto
and 31 other offices. See your telephone
(3111A) directory

Saves us 40% in Power



On questioning the Master Mechanic of one of the large Packers using seven "Newman's," he said: "It saves us 40% in power for grinding tankage, raw and steam bone, glue, fertilizer, etc."

Why don't you save this power with a guaranteed "Newman"?

\$300.00 to \$495.00 f.o.b. factory

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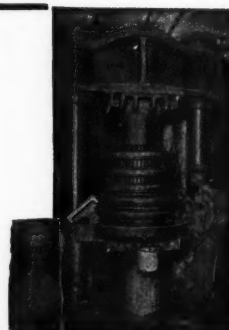
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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market for tallow the past week has been moderately active and firm, influenced by a little more inquiry and more firmly-held offerings, with rumors of moderate business passing on a basis of 8½¢ for extra New York.

Firmness in the western tallow situation had some influence, as did the strength in cottonseed oil. An absence of pressure of foreign competing oils on the market helped somewhat. Sentiment appeared to be generally friendlier, but the larger consumers were slow in taking hold.

At New York special was quoted at 8½¢; extra, 8¼¢@8½¢; and edible, 9¼¢ nominal.

At Chicago a steady situation prevailed in tallow with a slow movement reported on prime packer, with offerings light and edible quoted at 9½¢@9¾¢; fancy 8¾¢@8¾¢; prime packer, 8½¢; No. 1, 8¼¢; and No. 2, 7¾¢.

At the London auction on Wednesday, May 19, 810 casks were offered and 370 sold at prices unchanged to 6d higher than two weeks ago, with mutton quoted at 43¢@45s; beef at 43s 6d@44s 6d and good mixed at 43s 3d@43s 6d.

At Liverpool Australian tallow has been slightly firmer compared with a week ago, with fine quoted at 44s and good mixed at 43s 3d.

STEARINE—The market was rather quiet and about steady with unconfirmed reports of sales of oleo New York at 12¾¢ with the market here generally quoted at 13¢@13¼¢.

At Chicago stearine was quiet and steady with oleo quoted at 13¢.

OLEO OIL—Business has been rather quiet in the East with some sales of extra at 13¾¢, but the market was steady with offerings moderate and extra quoted at 13½¢; medium, 12¾¢; and lower grades at 11¾¢.

At Chicago the market was quiet and steady with extra at 13¢.

SEE PAGE 39 FOR LATER MARKETS.

LARD OIL—With a better demand and strength in raw materials, prices were firmer, with edible New York quoted 17¼¢; extra winter, 14¢; extra, 13¢; extra No. 1, 12½¢; No. 1, 12¼¢; and No. 2, 12¢.

NEATFOOT OIL—Improvement in demand was noted, and the market was about steady with pure New York quoted at 16¼¢; extra, 12½¢; No. 1, 12¼¢; and cold test, 18¾¢.

GREASES—The market for greases the past week has been rather inactive as far as the volume of business was concerned. But offerings were limited and the undertone was firm with offerings well held and the market influenced by the firmer tone in competitive commodities.

Buyers, however, were slow in taking hold and were not showing any disposition whatever to follow advances, with the result that the grease markets presented a somewhat firmer tone than that prevailing in tallow.

At New York house grease was quoted at 7¾¢@8¢; yellow, 8¢@8½¢; A white, 8½¢@8¾¢; B white, 8¼¢@8½¢; and choice white, 11¢, with reports of some sales of choice white New York at 11¾¢.

At Chicago the grease market was steady with choice white grease in a strong position, that market reporting domestic and export demand as good. Chicago quoted brown at 6¾¢@7¢; yellow, 7½¢@8¢; B white, 8¼¢; A white, 9¢ and choice white, 9¾¢@10¢.

Packhouse By-Products

Blood.

Chicago, May 20, 1926.

Most trading was at \$3.60 for unground and \$3.75 for ground, basis Chicago, with South American ground priced at \$4.00 c. i. f.

	Unit ammonia.
Ground	\$3.00@3.75
Crushed and unground	3.50@3.65

Digester Hog Tankage Materials.

Trend of prices was lower. Special productions sold at \$4.10, with sales largely at \$3.50@4.00.

	Unit ammonia.
Ground, 8 to 12% ammonia	\$3.75@4.15
Unground, 11 to 13% ammonia	3.65@4.00
Unground, 6 to 10% ammonia	3.25@3.55
Liquid stick, 8 to 12% ammonia	2.25@2.75

Fertilizer Materials.

Business was practically at a standstill owing to sellers' ideas being so much higher than those held by buyers.

	Per Ton.
High grade, ground, 10-11% ammonia	\$2.00@ 3.10
Lower grade, ground, 6-9% ammonia	2.60@ 2.80
Medium to high grade, unground	2.60@ 2.85
Lower grade and renderers', unground	2.25@ 2.50
Bone tankage, unground	2.75@ 3.00
Hoof Meal	3.25@ 3.50
Grinding hoofs, per ton	38.00@40.00

Bone Meals.

Demand was very good for this time of year with most favor shown unground grades.

	Per Ton.
Raw bone meal	\$30.00@36.00
Steam, ground	29.00@32.00
Steam, unground	25.00@27.00

Cracklings.

Prices are about as high as any time during the year, with supplies very scant and demand good.

	Per Ton.
Pork, according to grease and quality	\$75.00@85.00
Beef, according to grease and quality	47.00@70.00

Horns, Bones and Hoofs.

Unassorted grades sold at steady rates, and assorted at an advance.

	Per Ton.
Horns	\$75.00@200.00
Round shin bones	45.00@ 48.00
Flat shin bones	42.00@ 45.00
Thigh, blade and buttock bones	40.00@ 45.00
Hoofs	34.00@ 35.00

(NOTE—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Sellers and buyers were too far apart in their price views to admit of only meager trading.

	Per Ton.
Kip and calf stock	\$30.00@35.00
Rejected manufacturing bones	40.00@42.00
Horn piths	36.00@37.00
Cattle jaws, skulls and knuckles	34.00@35.00
Skins, pizles and hide trimmings	23.00@25.00

Animal Hair.

Although supplies were very light, trend of prices tended downward.

	Per Pound.
Coil and field dried	3 @ 5
Processed	7 @ 11
Dyed	8½ @ 12
Cattle switches (115 for 100), each	4 @ 5

Pig Skin Strips.

There was no trading at the quotations named below, because most buyers had lower ideas.

	Per Pound.
Tanner grades	6¼ @ 7¼
Edible grades, unassorted	4½ @ 5¼

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, May 19, 1926.—Trading in fertilizer materials of every description is very much limited at present and very few sales have been made except in carload lots for quick shipment. A few cars of domestic ground dried blood were sold at \$3.50 and ground tankage at \$3.75 & 10¢ both f.o.b. New York.

Steamed bone meal is still in good demand for quick shipment and prices are holding up. There is very little trading in foreign bone meal because of the difference in views as to price between buyers and sellers.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, May 19, 1926.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76 @3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@2.44 per cwt.

Lagos palm oil in casks of 1,600 lbs., 9¼¢ lb.; olive oil foots, 8½¢@9¢ lb.; East India Cochin cocoanut oil, 16¢ lb.; Cochin grade cocoanut oil, domestic, 12¾¢ lb.; Ceylon grade cocoanut oil, 11¾¢ lb.

Prime summer yellow cottonseed oil, 15¼¢@15½¢ lb.; prime winter salad oil, 15½¢@15¾¢ lb.; raw linseed oil, 10.8¢@11.1¢ lb.

Extra tallow, f.o.b. seller's plant, 8¼¢ lb.; dynamite glycerine, nom. 24¢@25¢ lb.; chemically pure glycerine, nom. 24¢@24½¢ lb.; saponified glycerine, nom. 17¼¢@17½¢ lb.; crude soap glycerine, nom. 15½¢ lb.; prime packers grease, nom. 8¢ lb.

F. C. ROGERS
BROKER

Provisions

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New York Office:
New York Produce Exchange

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

Would Regulate Cotton Oil Trading

Interests antagonistic to the New York cotton oil market have induced the introduction of a bill in Congress to regulate trading in cottonseed oil and products, such regulation to be in the hands of the Secretary of Agriculture.

The bill was sprung suddenly and hearings called in Washington with little warning to the trade. The first hearing was held in Washington on May 19, with interests favoring the legislation appearing to urge its enactment.

Purpose of the Bill.

Senator Mayfield, Texas, told the Senate Agricultural Committee that discrimination by the New York Produce Exchange against producers of cottonseed oil made necessary the introduction of his bill "for the prevention and removal of obstructions and burdens upon interstate commerce in cottonseed oil, by regulating transactions in future exchanges."

Numerous protests have been received from producers in the South and Southwest, he said, regarding the rules of the New York Produce Exchange with reference to cotton oil contracts. "I wrote the Exchange and suggested the rules now in force on the New Orleans Exchange be adopted," he told the committee, "and if these were not satisfactory to the New York people to have the matter arbitrated by Secretary Hoover. The president of the New York Exchange replied, defending the rule of his organization, refusing to put into effect the New Orleans rules, and also refusing to arbitrate the matter. Believing the rules of the New York Exchange give the seller an undue advantage and that their contract is unfair to the buyer, I prepared this bill."

A representative of the New York Exchange was present, but did not testify. A continuation of the hearing to May 26th was announced by Chairman Norris, at which time the New York people are expected to present their side of the controversy.

What the Bill Provides.

Senator Mayfield submitted a brief synopsis of his bill to the committee as follows:

Sec. 2. (a) Definitions.—Cottonseed oil is defined as the oil extracted from cottonseed by pressure or otherwise, either crude or refined.

(b) Described transactions which for the purpose of the act shall constitute interstate commerce.

Sec. 3.—Contains a finding by Congress that trading in futures in cottonseed oil is affected with a national public interest; that such transactions are suscep-

tible to manipulation and control; that unreasonable fluctuations in prices occur by reason of such manipulation and control, which constitute an obstruction to and a burden upon interstate commerce and render regulation imperative.

Sec. 4.—Forbids offers to make, or the execution of, or any quotation or report of the price of any such future contract which is or may be used in connection with interstate business in cottonseed oil except:

Where the seller is the owner of the actual property, or where such contract is made by or through a member of the Exchange which has been designated as a "contract exchange." Each such contract is to be evidenced by a record in writing which shall be kept at least 3 years and shall be open to examination by representatives of the Department of Agriculture and the Department of Justice.

The Secretary of Agriculture is authorized to establish official standards of the United States for cottonseed oil, one of which when established shall be the basic grade of all such future contracts, and the Secretary may prescribe the means and methods by which such cotton oil may be graded for delivery on or in settlement of future contracts.

Commercial differences for grades other than the basic grade delivered on future contracts are to be determined in accordance with regulations prescribed by the Secretary.

Regulation of Trading.

Sec. 5.—The Secretary of Agriculture is authorized to designate an exchange as a "contract exchange" when it complies with the following conditions:

(a) When the governing board provides for the making and filing of reports and the keeping of records of cash and future transactions in accordance with the Secretary's regulation.

(b) When the governing board provides for the prevention of issuance by the exchange or members of false or misleading reports.

(c) When the governing board provides for the prevention of manipulation and cornering.

(d) When the governing board does not exclude from membership duly authorized representatives of responsible associations engaged in the production or handling of cottonseed, cottonseed oil or product thereof.

There are many other provisions too numerous to detail here.

Section 4 is the backbone of this bill, Senator Mayfield states. He says it simply undertakes to do with the cottonseed oil business only what Congress has heretofore done with trading in cotton and grain futures. "The New York Produce Exchange is not a private business, but a great public enterprise dealing in commodities that effect millions of people in this country. Exchanges which deal in this great commodity ought not to be permitted to make rules and regulations themselves whereby the buyer must settle

according to their rules and regulations," he adds.

Who's Back of the Bill.

Ed Woodall of Texas, a manufacturer of crude cottonseed oil, explained to the committee the technical processes of manufacturing the product of cottonseed oil. He also outlined and enumerated the various products and by-products made from this commodity. During his testimony he made the assertion that the New Orleans Exchange is satisfactory in every way to buyers and that the New York Exchange is unsatisfactory.

Chairman Norris asked how it was in that event that all of the business in cottonseed oil didn't accrue to the New Orleans market. The witness replied that the New York market had been in existence for more than 30 years, while the New Orleans Exchange is only a year old.

Senator Joseph Ransdell, Louisiana, added that there are "more speculators in New York than in New Orleans."

H. S. Keenan of Atlanta, Ga., explained the method of dealing in cottonseed oil on the New Orleans and the New York exchanges. Chairman Norris propounded the same question to him as he had to the preceding witness. Mr. Keenan answered that the New Orleans Exchange does not get the business away from the New York market because there are so many more people to trade with in New York.

Hearings will be continued on May 26.

VEGETABLE OIL MARKETS.

COCONUT OIL.—A much firmer situation developed in this market the past week with demand from the edible trade still in evidence, and with offerings lighter and prices somewhat higher. The strength in cotton oil and scarcity of cotton oil supplies created bullish sentiment in coconut oil on the belief that edible demand would be good and possibly force the soapmakers into the market.

On the Pacific Coast spot tanks advanced to 9½¢, while future shipment sold and were quoted 9½¢.

At New York May tanks were quoted at 10½¢, and futures at 10¢.

SOYA BEAN OIL.—A more active demand was in evidence and prices were somewhat stronger with limited offerings, influenced by the strength in other directions. At New York spot tanks quoted at 11¢ and barrels at 12½¢, while on the Pacific Coast spot and futures quoted at 10½¢.

CORN OIL.—The market was inactive but demand was in evidence and prices sharply higher with the strength in cotton oil with corn oil held at 12¾@13¢ New York.

PALM OIL.—While the market was firm, business appeared to be limited owing to light supplies. But a good trade was reported passing in Lagos for shipment. At New York Nigre spot casks quoted 8¼¢; shipment, 8.05¢; Lagos spot New York casks, 8.80; shipment, 8.35¢.

PALM KERNEL.—The market was firm with a fair trade with spot casks New York quoted at 10.05¢ and shipment casks at 10½¢.

PEANUT.—Market nominal.

SESAME OIL.—Offerings from the other side are nil due, it is said, to scarcity of sesame seed. At New York the trade is quoting spot sesame at 15@15½¢.

COTTONSEED OIL.—Demand satisfactory; offerings limited and the market very strong with futures and light remaining supplies. At New York P. S. Y. quoted at 14.85@15¢; cooking oil on the Street, 15¾¢; crude, 12½¢ all sections and scarce.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, May 1 to 19, none.

The Blanton Company
St. Louis, U. S. A.
Refiners of

Salad Oil

Yopp's Code, Eighth Edition

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Pleased to Submit Samples**

Selling Agencies at
New York Philadelphia Pittsburgh
Memphis

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade More Active—Market Decidedly Strong—Crude Cleaned Up—Government Report Sensationally Bullish—Remaining Supplies Light—Lard Firm.

The acutely tight position in cottonseed oil referred to so frequently in these columns the past few months was emphasized more fully this week with an unusually sharp advance in prices to new season's highs, and by the Government report showing April consumption decidedly above expectations. A visible supply for the last three months of the season was shown, that speaks well for an acute shortage of cottonseed oil in between seasons, or in August and September, as well as possibly October, unless the price goes to a level that greatly reduces the distribution the next few months.

With crude well cleaned up and 12½c bid in all sections and scarce, those operating on the constructive side found a condition decidedly stronger than they had anticipated, while those operating on the short side were distinctly caught by surprise.

No Depressing Influences Seen.

As stated previously, there was hardly a point in the entire situation upon which one could forecast any depressing effect on the market for the balance of this season. General buying was on—in fact there was a renewal of speculative activities from most sections. And, although aggressive realizing developed on the bulges, the offerings disappeared rapidly and the buying appeared to be of a better class than the selling.

Houses with cotton connections and wire houses sold the September rather liberally as well as October with the selling presumably for short account. Those closely identified with the trade were surprised at this constant pressure and openly expressed the belief that the sellers were leaving themselves liable to the most

natural corner that has ever been witnessed by the trade.

The statistical position of the market is such that the like has never been witnessed in the history of the trade. The visible stock of 911,000 bbls. has to provide consumption during May, June and July and leave sufficient for carryover until new oil is available.

Situation Very Bullish.

Last year during May, June and July the consumption was 882,000 bbls. Should the consumption equal that figure during that period this season there would be, if one allows possibilities of 50,000 bbls. being received in the shape of seed, a carryover of only about 79,000 bbls., the smallest on

record and one that would be more or less sensational.

In connection with the possible consumption the last three months this season, those usually versed in conditions are already predicting that the May consumption will run 300,000 bbls. or more compared with 278,000 bbls. in May last year. The consumption in June and July last year was identical at 302,000 bbls. for each month. Ignoring the possible June and July consumption and figuring on 300,000 bbls. in May, the visible stocks on June 1 would be down to around 600,000 bbls., with two months of the old crop to go and carryover to be taken into consideration.

The lard market has ruled rather firm but the oil situation is such that the foundation beneath the market makes it independent of all outside conditions and as a result the market acted upon its own initiative. This analysis, it is hoped, will not lead to general speculation, but it is made to put before the consumer the actual conditions prevailing as far as one can see.

The smallest carryover on record heretofore has been about 264,000 bbls., and during the in-between season an extremely tight condition prevailed in actual oil until new oil moved freely. The figures would indicate that the late positions are at too great a discount owing to the prospects for lack of supplies during September and October, and the figures indicate clearly that new oil will be in demand the very moment it is available by the trade.

Cottonseed Oil Legislation.

The introduction of a bill at Washington by Senator Mayfield to regulate the cotton oil markets, and said to be aimed at the New York exchange, attracted some attention, and is to be regretted by the trade in general. The local trade leaders are in favor of a good many points in the bill, but there are some which are objectionable and which the exchange here will oppose. As a matter of fact, it is understood that some of the largest consumers and distributors are equally opposed to certain points in the bill.

The placing of the market under control of the Secretary of Agriculture, such as the cotton and grain markets, might prove a helpful feature to some extent. But the

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 20, 1926.—New Orleans market has advanced daily since the issuance of the sensationally bullish Government report, which convinces trade that carryover this season will be smallest ever known. May shorts covering around 14.10c New Orleans, which is still under cost, as bleachable is saleable at 14c Texas and crude is practically gone. Few lots on market at 13c Valley; hence July shorts may have to pay still higher as compound buyers are reported to be holding biggest stocks and have been best buyers at advanced prices.

Trade generally reported as holding in sufficient stocks for summer requirements. Continued rains further delaying planting; late crop expected.

Da' las.

(Special Wire to The National Provisioner.)

Dallas, Tex., March 20, 1926.—Prime cottonseed delivered Dallas, nominal; snaps and bollies, on quality, nominal; prime crude cottonseed oil, 12½@13c; 43 per cent cake and meal, \$30.00; hulls, \$9.00; mill run linters, 3@5c. Warmer weather with sunshine; markets nominal; some trading.

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PRODUCE EXCHANGE BLDG.

NEW YORK CITY

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REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

New Orleans Logical Cottonseed Oil Market

It has required less than nine months to demonstrate the success of the New Orleans Refined Cottonseed Oil Contract Market, and the testimonies of those who have used it for hedging and for speculative purposes indicate its worth to the trade. As it has become better known, it has steadily broadened, and the narrowness which prevailed during the early stages of the market is no longer a cause for hesitancy on the part of traders.

THE CONTRACT is for 30,000 pounds of Refined Cottonseed Oil in bulk, and grading, weighing, certifying, etc., are done by employees of the New Orleans Cotton Exchange with the same exactness and thoroughness as prevails in the spot cotton department, and protected by an indemnity bond.

ASSOCIATES in the membership of the Exchange have been provided for this trade, with annual dues of \$200, and no shareholding requirement.

COMMISSIONS are fixed at \$30 per round contract for non-members, \$15 for associates and \$10 for full members, so that associates net \$5 per contract handled for non-members.

NEW ORLEANS COTTON EXCHANGE New Orleans, La.

Write Trade Extension Committee for rules and information

Buy and sell your cotton oil basis
New Orleans!

question of grades and deliveries is a point to be argued.

The Government cotton oil report is as follows:

COTTONSEED STOCK		
	1925-26.	1924-25.
August 1, tons.....	34,000	22,000
Received mills 9 months.....	5,406,000	4,498,000
Crushed same time.....	5,278,000	4,368,000
On hand April 30th.....	151,000	144,000

CRUDE OIL		
Stock August 1st, lbs.....	5,103,000	4,053,000
Produced 9 months.....	1,529,000,000	1,325,224,000
Shipped out same time.....	1,508,882,000	1,279,413,000
Stock April 30th.....	58,076,000	70,313,000

REFINED OIL		
Stock August 1st, lbs.....	174,830,000	106,800,000
Produced 9 months.....	1,247,248,000	1,146,356,000
Stock April 30th.....	279,809,000	382,151,000
Crude oil exports, 9 mos.	34,739,000	20,260,000
Refined oil exports, 9 mos.	20,084,000	23,090,000

REFINED COTTONSEED OIL CONSUMPTION.		
Stock August 1st, lbs.....	174,830,000	106,800,000
Produced nine months.....	1,247,248,000	1,146,356,000
Total	1,422,078,000	1,253,156,000
Stock April 30th.....	279,809,000	382,151,000
Consumed—Domest. and ex- port, 9 mos.....	1,142,269,000	871,005,000
Equal in barrels.....	2,856,000	2,178,000

Total consumption for the month apparently 288,000 bbls., against 282,000 bbls. the previous month and 229,000 bbls. last year.

Visible supply of oil and seed equalled 911,000 bbls., against 1,208,000 bbls. the previous month and 1,211,000 bbls. last year. Visible supply decreased 297,000 bbls. for the month against a decrease of 141,000 bbls. last year.

The visible supply is figured on the basis of 290 lbs. of oil per ton of seed and 17 per cent refining loss. Last year visible figures were on the basis of 300 lbs. per ton and 10 per cent refining loss.

The disappearance of oil for the month

appears to have been including crude 315,000 bbls. against 306,000 bbls. last month. The total disappearance of refined oil this year increased 679,000 bbls. over last year.

COTTONSEED OIL—Market transactions:

Friday, May 14, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1405	a
May	300	1385	1385	1385	a 1400
June				1375	a 1400
July	4200	1344	1334	1340	a 1341
Aug.	100	1326	1326	1330	a 1338
Sept.	2800	1310	1296	1302	a 1300
Oct.	3100	1221	1215	1221	a
Nov.	300	1125	1124	1127	a 1129
Dec.				1080	a 1095

Total Sales, including switches, 10,800 bbls. P. Crude S. E. 12c Nom'l.

Saturday, May 15, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1410	a
May				1390	a 1400
June				1380	a 1400
July	2000	1350	1341	1349	a 1350
Aug.				1340	a 1345
Sept.	1200	1314	1305	1314	a 1312
Oct.	1300	1330	1223	1230	a
Nov.	600	1135	1130	1135	a
Dec.	300	1094	1094	1095	a 1100

Total Sales, including switches, 5,400 bbls. P. Crude, S. E. 12 Nom'l.

Monday, May 17, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1400	a 1435
May	100	1400	1400	1400	a 1425
June				1400	a 1425
July	700	1373	1353	1360	a 1475
Aug.	1000	1376	1251	1365	a 1370
Sept.	3100	1340	1318	1325	a
Oct.	3400	1246	1237	1238	a 1240
Nov.	1200	1150	1138	1138	a 1140
Dec.	700	1100	1100	1097	a 1098

Total Sales, including switches, 10,200 bbls. P. Crude S. E. 12 Sales.

Tuesday, May 18, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1440	a 1485
May	100	1150	1450	1449	a 1475
June				1430	a 1450
July	2500	1431	1375	1431	a
Aug.	300	1420	1400	1431	a 1440
Sept.	11100	1376	1335	1376	a 1375
Oct.	12400	1286	1237	1283	a 1282
Nov.	3000	1178	1150	1170	a 1167
Dec.	200	1113	1113	1098	a 1112

Total Sales, including switches, 29,600 bbls. P. Crude S. E. 12½ Nom'l.

Wednesday, May 19, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1470	a 1500
May	500	1475	1475	1470	a 1500
June				1450	a 1500
July	3800	1450	1435	1442	a
Aug.	200	1450	1450	1435	a 1450
Sept.	6600	1401	1370	1395	a
Oct.	8200	1305	1279	1300	a

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MARGARINE CARTONS

Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

National
Carton Company
Joliet, Ill.

Nov. 1700 1182 1174 1174 a
Dec. 1000 1115 1112 1113 a 1112

Total Sales, including switches, 22,000 bbls. P. Crude S. E. 12½ Nom'l.

Thursday, May 20, 1926.

	High.	Low.	Bid.	Asked.
	—Range—		—Closing—	
Spot				1500 a 1550
May	1500	1495	1500	a
June				1450 a 1455
July	1450	1430	1449	a 1450
Aug.				1452 a 1475
Sept.	1398	1375	1395	a
Oct.	1295	1278	1293	a
Nov.	1172	1165	1160	a 1169
Dec.	1105	1105	1100	a 1112

SEE PAGE 39 FOR LATER MARKETS.

OIL CHEMISTS MEET.

A number of important matters were considered at the annual meeting of the American Oil Chemists Society, held in New Orleans last week just prior to the convention of the Interstate Cottonseed Crushers' Association. A good attendance was on hand, and an excellent program was provided.

R. H. Fash, of the Ft. Worth Laboratories, Ft. Worth, Tex., was elected president. Other officers are: H. P. Trevithick, W. R. Stryker and C. H. Cox, vice-presidents; J. C. P. Helm, secretary and treasurer.

The governing committee consists of the officers and the following men: H. J. Morrison, J. J. Vollertsen, H. B. Battle and L. M. Tolman. Mr. Vollertsen is with Armour and Company, while Dr. Tolman is chief chemist of Wilson & Co.

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Puritan, Winter Pressed Salad Oil

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On the New York Produce Exchange

Cottonseed Crushers Report Progress

Progress and accomplishment were the key-notes of the 30th annual convention of the Interstate Cottonseed Crushers' Association, held at New Orleans, La., May 12 to 14, 1926.

Following its reorganization last year and the laying out of a progressive plan of action, the association has gone forward in a surprising manner, and has already taken very definite strides towards solving some of the industry's most perplexing problems.

Chief among these are the establishment of standard grades for cotton seed and for linters—two of the biggest problems confronting the oil miller. A great deal of intelligent study has been given these two questions. Definite grades for linters have been worked out and will be put into force on August 1, 1926.

Grades for Cotton Seed Worked Out.

The question of cotton seed grading is somewhat more difficult, but here, too, definite though tentative grades have been prepared. These will be given a thorough practical test next season and a report will be made to the 1927 convention.

Retiring President John B. Perry of Mississippi had a tremendous task on his hands, and was faced with innumerable problems. However, his administration was one to be proud of in spite of these difficulties.

Officers for the coming year are:

President—F. N. Bridgers, Wilson, N. C.
Vice-Presidents—S. W. Wilbor, Paris, Tex.; J. E. Byram, Alexandria, La.; Harry Hodgson, Athens, Ga.

Secretary—George H. Bennett, Paris, Tex.

Treasurer—Robert Gibson, Dallas, Tex.

A report was made to the convention on the progress of the cotton oil futures market established Aug. 1, 1925, at New Orleans. It was stated that this market has been growing in importance steadily since it was started.

Convention sessions were held only in the mornings, the afternoons being left open for entertainment, committee meetings, etc. New Orleans' reputation as the premier convention city for the cottonseed crushers was upheld in splendid fashion.

A regrettable feature of the convention was the absence, through illness, of the association's beloved treasurer, Major Robert Gibson. Major Gibson is one of the founders of the association, and has always taken an active part in its affairs. He has been a familiar figure at nearly every previous convention, and his absence was a disappointment to the members.

First Day's Session.

The convention opened Wednesday morning, May 12, being called to order by E. T. George, chairman of the local committee on arrangements.

Following an invocation by Rev. Marvin O. Sansbury, of the St. Charles Avenue Christian Church, a hearty address of welcome was delivered by Hon. Andre Lafargue of New Orleans. This was ably responded to by S. W. Wilbor, second vice-president of the association.

After making a number of announcements, Mr. George turned the gavel over to President John B. Perry, whose first act was to ask for a roll call of new members. This showed a total of 77 new members from 14 states.

The next order of business was the annual report of the president. President Perry's address was a comprehensive review of the year's accomplishments. He outlined the events leading up to the appointment of former Senator Christie Benet as general counsel, and pointed out the benefits accruing to the association from this move.

Orderly Selling a Big Need.

"We are still poor merchants of our products," he declared, and told his listeners that during the season of 1923 oil mills lost \$3.38 per ton on every ton of seed crushed in the South. Just recently, he said, 41 per cent cottonseed meat sold at \$28 per ton, the same price as alfalfa hay. This, he said, plainly shows the need for orderly selling.

He touched on the trouble this season with "off" oils, and closed his address by thanking all who had helped him and cooperated with him through the year.

Senator Christie Benet, general counsel of the association, then made his annual report. Mr. Benet's report was lengthy, but was packed full of sound common sense and worth-while recommendations.

Report of General Counsel.

He told of the work done by the association in establishing grades for cotton seed, and stressed its importance to every oil miller. The certification of cottonseed meal by the association was another point he discussed, also touching upon the rules

of the association, various controversies, and standards. He closed his address with a strong plea for cooperation.

At the conclusion of Mr. Benet's address the chair appointed a committee consisting of S. W. Wilbor, P. F. Cleaver and E. T. Allen to consider it and report back to the convention. This committee later reported in favor of bringing the report to the attention of the new Executive Committee.

Owing to the illness of the association's beloved veteran treasurer, Major Robert Gibson, the treasurer's report was not read, as it was substantially like that of the secretary.

Secretary's Report Shows Healthy State.

The report of Secretary George H. Bennett was the next order of business. His report showed a net membership of 522, a substantial gain over that of last year. At the close of business on April 30 the association's bank balance amounted to \$39,849.61, a net gain of nearly \$26,000 over that at the beginning of the fiscal year. The secretary's report was accepted by a unanimous vote.

Following a brief discussion of various matters, President Perry appointed a committee consisting of Harry Hodgson, Russell Acree and Alfred Kahn to look over the by-laws and suggest any desirable changes. Following this the convention adjourned until the following morning.

Changes in Trading Rules.

The first order of business the next morning was the report of the rules committee. A number of minor changes were proposed and adopted. The trading rules of the association have been brought to such a high state of perfection that only very slight revisions are necessary from time to time.

Following this the comprehensive report of L. N. Geldert, assistant to the president, was read. It was voted to incorporate this in the minutes.

At this time Secretary Bennett announced that A. G. Kahn, of Little Rock, Ark., had won the Edward S. Ready cup at the golf tournament. Edwin Lehman Johnson and W. P. Battle, both of Memphis, tied for second honors, and each received a handsome trophy.

Cotton Oil Futures Market.

Henry Plauche, assistant secretary of the New Orleans Cotton Exchange, was the next speaker. He outlined the establishment of a cottonseed oil market for future delivery at New Orleans, which was put in operation August 1, 1925. He explained its rules and its functions at length, and urged the support of his listeners in this new venture.

He was followed by W. Scott Hammond, representing the Board of Commissioners of the Port of New Orleans, (Continued on page 39.)

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Company, Inc.

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NEW YORK SYRACUSE CANONSBURG, PA. BALTIMORE CLEARING, ILL.

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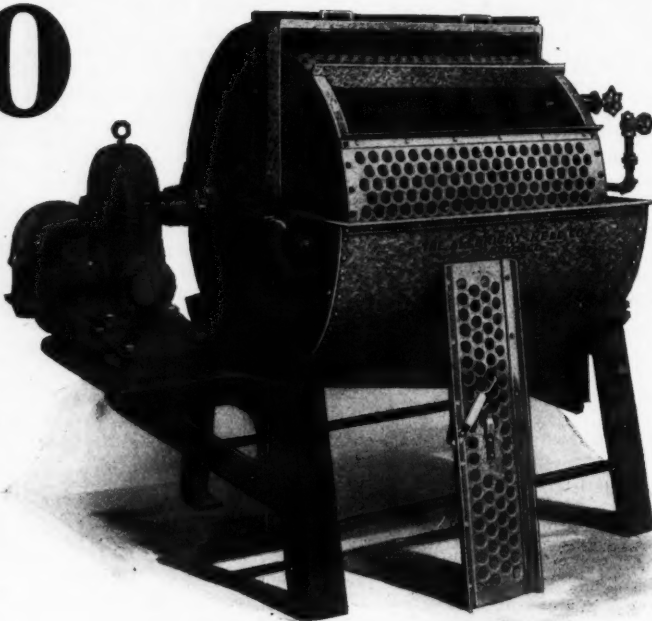
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Scraping and Washing Machine

For scalding, scraping and cleaning beef tripe, tongues, hog stomachs, etc. May also be used for sliming beef bungs and cleaning chitterlings.

This machine is built for the hardest kind of constant usage. It is so designed as to reduce care and attention to the minimum, and is thoroughly dependable in operation. Built for belt or motor drive.



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Here is an ANCO compact, labor-saving machine for washing sausage sticks. The sticks are placed in the perforated steel cylinder, closed and rotated in a washing solution.



This machine is also adaptable to the washing of wooden gambrel sticks, etc. The outfit is complete and self-contained. Made for belt or motor drive. Like all ANCO equipment, it is made for constant service and will last indefinitely.

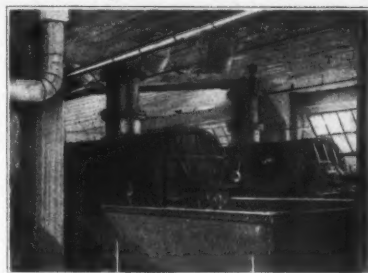
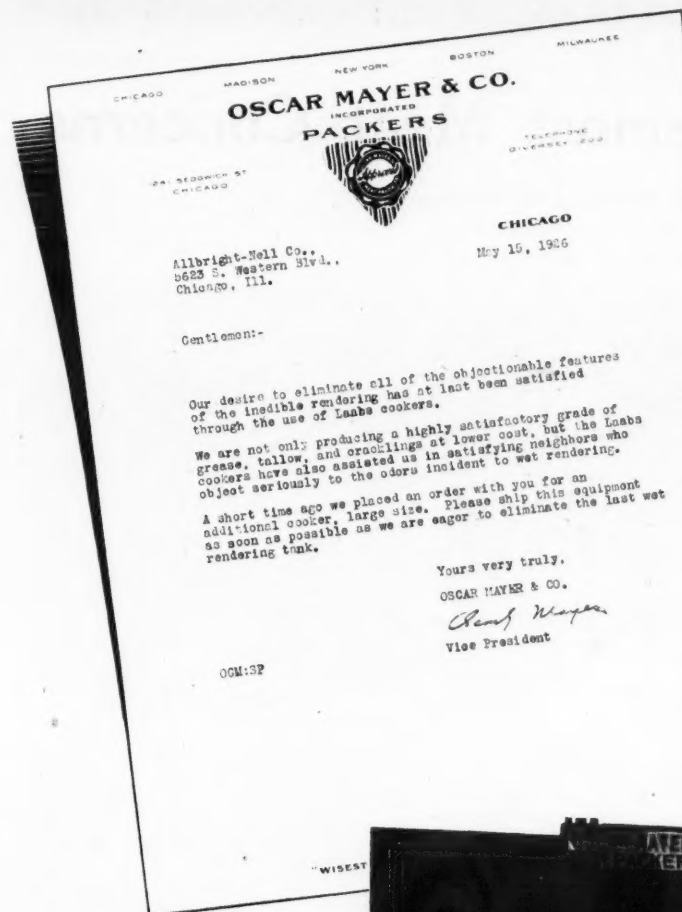
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Interior view of the Rendering Department of Oscar Mayer & Co., showing the installation of two Laabs Rendering Units



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Production of higher grade products at less cost is an accomplishment worth the investment. Besides this, is the elimination of odors, and greater capacity.

LAABS results are not equalled by any other equipment or process.

Our engineering department is at your service. We shall be glad to inspect your plant and tell you just what a LAABS installation will do for you in securing higher-grade products, reduction of labor and increase of capacity. There is no obligation on your part to obtain this information. Your inquiry will have our prompt attention.

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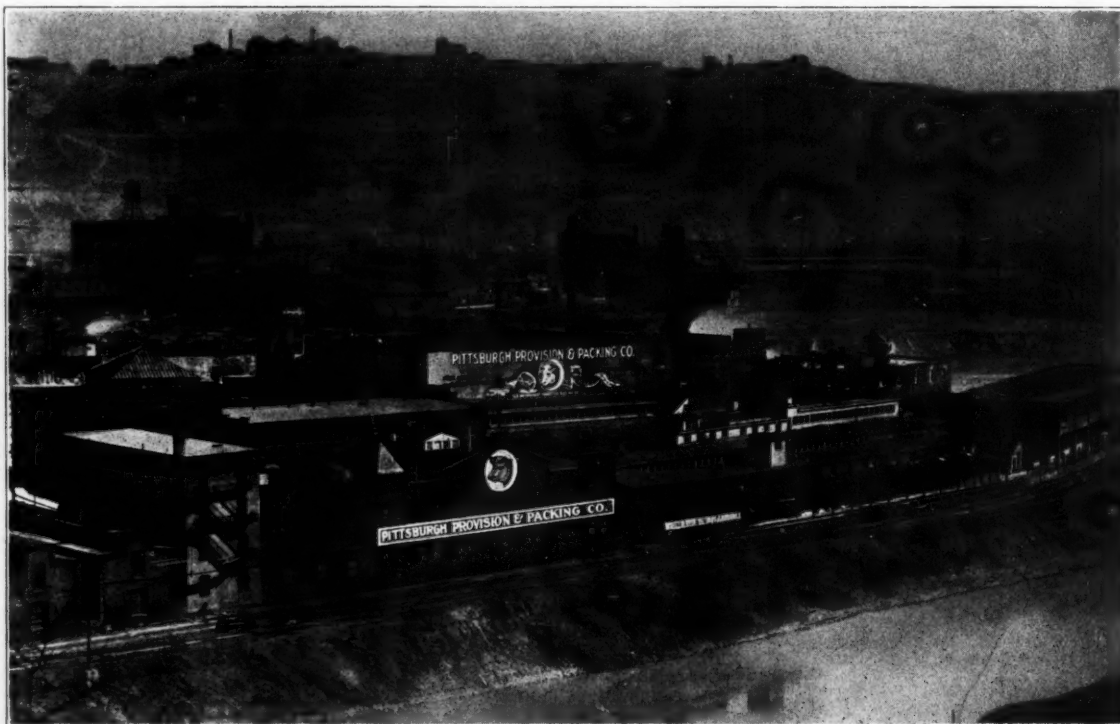
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HEADQUARTERS FOR EVERYTHING IN PACKINGHOUSE MACHINERY

America's Foremost Meat Concerns

Pittsburgh Provision & Packing Co.



One of the oldest and best-known packing concerns east of Chicago is that of the Pittsburgh Provision & Packing Company, located at Pittsburgh, Pa. This company extends back as far as 1885, when the Emil Winter Company was organized. In 1893 the Pittsburgh Provision Company was incorporated, and bought out the Emil Winter Company; on July 1, 1901, the present company was formed to succeed the old Pittsburgh Provision Company.

The company's modern and well-equipped plant covering about five acres, is located on Herrs Island, near

the Pittsburgh Union Stock Yards. It can be reached from the heart of the city by trolley in 20 minutes, and by auto in about eight minutes.

This plant has a weekly capacity of 1,500 cattle, 2,000 calves, 8,000 hogs, 2,000 lambs and 300,000 lbs. of sausage. It is the largest meat packing establishment in the Pittsburgh district, and is widely known for its famous "Irish" and "Crescent" brands ham and bacon, and "Allerton Farm" and "Crescent" brands sausage.

Under the present management the plant has been practically rebuilt, and

the modern four-story steel, concrete and tile structure is one of the most up-to-date in the country.

Branch houses are operated at Johnstown, Pa., and at Cumberland, Md. The company uses 50 of its own refrigerator cars, 40 auto trucks of four and five-ton capacity, and also uses about 20 teams for short hauls.

In addition to meat packing the company also operates a fertilizer factory, making complete fertilizers. These are taken mostly by farmers in Pennsylvania, West Virginia and Ohio.

The quality of "Irish" and "Crescent" Brand Products is reflected by their attractive packages of which PRINT-AD-STRING, manufactured by the Chicago Printed String Co., is a distinctive feature.

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Provisions easier the latter part of the week, under scattered realizing, slow cash lard trade, less aggressive support and also owing to the recent elimination of shorts. Weaker tones in grains an influence, but profit taking checked the declines.

Cottonseed Oil.

Cottonseed oil reacted with the weakness in Western markets, but breaks were small, scattered support and strength in May checking the declines. May reached new highs at 15.10 bid Memphis. Crude reported sold 13c Texas. First half October, November and December crude sold at 10c. Situation on actual oil very acute.

Quotations on cottonseed oil at Friday noon were: May, \$15.05@15.15; June, \$14.60@15.15; July, \$14.49@14.50; August, \$14.45@14.50; September, \$13.85@13.87; October, \$12.85@12.90; November, \$11.55@11.64; December, \$11.00@11.10.

Tallow.

Tallow, extra, 8 3/4c.

Oleo Oil and Stearine.

Stearine, oleo, 13 3/4c.

Hull Oil Market.

Hull, England, May 21, 1926.—(By Cable.)—Refined cottonseed oil, 40s 6d; crude cottonseed oil, 36s 6d.

FRIDAY'S GENERAL MARKETS.

New York, May 21, 1926.—Spot lard at New York: prime western \$16.15@16.25; middle western, \$16.00@16.10; city, \$15.75; refined continent, \$16.75; South American, \$17.50; Brazil kegs, \$18.50; compound, \$15.75.

COTTONSEED CRUSHERS MEET.

(Continued from page 35.)

who told the convention some very interesting facts about the port.

A. K. Burrow, of the Linter Grading Committee, was the next speaker. He outlined the history of the standardization of grades for American cotton linters, and told of the work in preparing these grades. On August 1, 1926, the grades worked out will be adopted as official grades for the United States. Mr. Burrow's report was adopted by the convention.

The report of the traffic committee was then presented by Hugo Ignatius. He told the association of the work of the committee during the past year in connection with railroad rates on cotton seed, cottonseed oil, etc.

The work of the Insurance Committee was then outlined by Chairman H. A. White. He called attention to the very great fire hazard in cottonseed oil mills, and urged care in preventing fires.

At this point President Perry announced that the time had arrived for the election of a president.

Bridgers Elected President.

W. A. Reynolds then nominated F. N. Bridgers, of Wilson, N. C., for this office. The nomination was seconded by the delegations from a number of states, and Mr. Bridgers was unanimously elected and called to the chair.

Retiring President Perry was presented with a handsome sterling silver service on behalf of the association. This dynamic but unassuming leader replied briefly but eloquently, and expressed his appreciation.

Then came the brief report of the Chemists' Committee, by Dr. Felix Paquin, chairman, followed by the report of the Research Committee by Chairman E. R.

Barrow, the Commerce Relations Committee by Chairman F. W. McKee, and the Appeals Committee by Chairman W. A. Sherman.

At this time the members rose while the list of members who had died during the year was read. This list contained 17 names.

Vice-Presidents Elected.

This was followed by the election of the vice-presidents, with the following results:

S. W. Wilbor, Paris, Tex., first vice-president.

J. E. Byram, Alexandria, La., second vice-president.

Harry Hodgson, Athens, Ga., third vice-president.

Mr. Wilbor then proposed that John W. Todd, former first vice-president; W. B. Allbright, well-known Chicago lard refining expert and manufacturer of packinghouse machinery, who is credited with first using cottonseed oil in compound lard; and Dr. David Wesson, noted chemist, be elected honorary members. This was done unanimously, and the convention adjourned until the following morning.

Boosting Use of Cottonseed Products.

The first order of business on Friday morning was the report of the Committee on Extension of Cottonseed Products, by Thomas C. Law. This report told of the valuable work done by this committee to devise ways and means for increasing consumption of all cotton seed products in the past year.

It was recommended that an exhibit of cottonseed meal be arranged at the next International Livestock Exposition in Chicago next November, and that plans be perfected for establishing and financing a foundation for research work at Texas A. & M. College and at North Carolina State College. These recommendations were referred to the new executive committee.

Cotton Seed Grades Explained.

Following this came the report of the Committee on Standard Grades of Cotton Seed, made by Chairman W. H. Jasspon. After outlining very briefly the situation, Mr. Jasspon called on G. S. Meloy, of the U. S. Department of Agriculture, who spoke on "Evaluating Seed 'As Is'".

Mr. Meloy told of the advantages to be realized from using this method in buying seed, and urged its adoption. This was followed by a general discussion by the members. It was decided not to take any steps for the adoption of this plan at present, but to see what can be done towards experimenting with it in a practical way next season, bringing it up again at the next convention.

Election of Other Officers.

The next order of business was the election of a secretary and treasurer. Both Secretary George H. Bennett and Treasurer Robert Gibson were unanimously re-elected.

This was followed by the election of directors, as follows: E. T. Allen, Montgomery, Ala.; W. H. Loftin, Little Rock, Ark.; H. O. Lovvorn, Georgia; C. W. Wallace, Monroe, La.; G. E. Covington, Magnolia, Miss.; F. C. Dunn, North Carolina; E. Cook, Guthrie, Okla.; J. B. Caldwell, Spartansburg, S. C.; I. H. Fleming, Tennessee; H. W. Lynn Winters, Tex.; D. C. Johnson, San Marcos, Tex.; Ernest Kissling, Chicago; W. H. Jasspon, New York, N. Y.; Stanley R. Pratt, Bakersfield, Calif.; H. P. Trevithick, chemists' section; R. F. Malone, dealers and brokers.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending May 15, 1926, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Calf carcasses	2,926	
Canada—Smoked pork	3,982 lbs.	
Canada—Pork tenderloins	987 lbs.	
Canada—Calf livers	4,144 lbs.	
Canada—Beef sweetbreads	400 lbs.	
Italy—Loose sausage	8,290 lbs.	
Italy—Hams and loose sausage	2,288 lbs.	
So. America—Corned beef in tins	178,422 lbs.	
So. America—Dried beef	3,770 lbs.	
France—Ox-moat salad (tins)	822 lbs.	
Ireland—Smoked pork	1,212 lbs.	
Holland—Smoked ham	3,517 lbs.	
England—Corned beef in tins	2,500 lbs.	
Australia—Oleo stearine	45,600 lbs.	
Switzerland—Ox-moat salad (tins)	1,100 lbs.	
Switzerland—Sausage (loose)	66 lbs.	
Switzerland—Bouillon cubes	1,212 lbs.	

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 21, 1926, show exports from that country were as follows: To England, 164,711 quarters; to continent, 92,265 quarters; others, none.

Exports for the previous week were: To England, 85,262 quarters; to the continent, 18,623 quarters; others, none.

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending May 15, 1926, with comparisons:

	Week ending May 15.	Prev. week.	Cor. week. 1925.
Western dressed meats:			
Steers, carcasses	2,065	2,731	2,957
Cows, carcasses	1,023	829	549
Bulls, carcasses	132	217	86
Veals, carcasses	2,520	2,475	2,004
Lambs, carcasses	11,473	9,574	12,677
Mutton, carcasses	2,039	1,576	1,242
Pork, lbs.	411,568	354,635	297,338
Local slaughters:			
Cattle	2,347	1,923	2,371
Calves	3,308	3,222	3,208
Hogs	15,875	16,189	14,391
Sheep	4,250	5,431	5,839

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending May 15, 1926, with comparisons:

	Week ending May 15.	Prev. week.	Cor. week. 1925.
Western dressed meats:			
Steers, carcasses	3,001	2,685	2,563
Cows, carcasses	1,897	1,835	1,056
Bulls, carcasses	50	52	28
Veals, carcasses	1,309	1,178	1,463
Lambs, carcasses	14,070	12,926	13,369
Mutton, carcasses	890	402	457
Pork, lbs.	354,894	204,496	513,298
Local slaughters:			
Cattle	1,796	1,939	1,437
Calves	3,205	2,717	3,399
Hogs	14,381	12,273	9,420
Sheep	4,774	4,841	6,135

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending May 15, 1926, with comparisons, as follows:

	Week ending May 15.	Prev. week.	Cor. week. 1925.
West, dressed meats:			
Steers, carcasses	9,538 1/2	8,301 1/2	8,529
Cows, carcasses	657	836 1/2	801
Bulls, carcasses	165	59	183 1/2
Veals, carcasses	12,884	10,741	12,890
Hogs and pigs	20,902	21,936	20,090
Lambs, carcasses	20,902	21,936	20,090
Mutton, carcasses	5,893	4,203	3,992
Beef cuts, lbs.	558,690	493,301	318,774
Pork cuts, lbs.	1,243,787	999,227	1,053,930
Local slaughters:			
Cattle	10,305	10,414	11,136
Calves	19,844	19,268	18,189
Hogs	38,591	41,120	41,251
Sheep	43,992	44,140	45,827

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., May 20, 1926.

CATTLE—Fed steers with weight continued to find slow outlet during the week under review. Local as well as shipper demand was narrowed by two Jewish holidays, and in addition the steer crop ran liberally to matured kinds.

Most of the week's activity centered about lightweight steers, and these finished strong to 25c higher. Matured steers lost 15¢@25¢, with the better grades off most. At the close long fed weighty steers sold at new low levels for the week.

In-between grades of fat cows ruled steady to 25c higher on late rounds, while canners and cutters remained unchanged.

Several loads of matured steers ranging in weight from 1,368 to 1,494 lbs. sold upward to \$10.25 early in the week, the top. Well finished yearlings made \$10.15, and a string of strictly choice range-bred heifers that had seen an extensive feeding on corn reached \$10.10. At the close, few matured steers exceeded \$10.00, and a relatively narrow spread of \$2.00 took most of the fat steers offered. A consignment of Texas grassers, the first of the season offered locally, made \$7.25 and \$7.40.

Bulls fluctuated, but finished mostly steady. An erratic and sharply higher veal trade broke as the week closed, but values still remained \$1.00@1.50 higher than a week earlier.

HOGS—Fresh bulges in swine trade induced by the bullish combination of continued moderate marketings and a more reliable shipper outlet swept prices above the peak of 1925 and to the highest levels attained since 1920. At the crest of the latest rise selected light lights reached \$14.85, choice slaughter pigs scored \$15.00 and best grades scaling 280 lbs. and less made the \$14.00 mark.

In general, gains amounted to 50¢@75¢ as compared with last Thursday, with extreme advances of nearly \$1.00 in the case of lightweights and light lights on the common and medium order. Packing sows registered an average upturn of 50¢, which advance was also reflected by less desirable grades.

SHEEP—Dwindling receipts improved the tone in the fat sheep and lamb trade during the week, despite the fact that dressed markets failed to move up to corresponding higher levels. Fat lambs advanced 50¢@75¢, with sheep 25¢@50¢ higher, and both California springers and old crop clipped lambs brought new season's high prices during the week.

California springers sold upward to \$17.25 and the top on clippers rested at \$15.75. Few clipped lambs excepting thin light offerings sold below \$14.75 as the week closed, choice kinds averaging upward to 100 lbs. going at that price. Most Californians during the week scored \$16.50@17.00.

Choice lightweight clipped ewes brought \$8.25 on several sessions during the week, a spread of \$7.00@8.00 taking the bulk.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., May 20, 1926.

CATTLE—Urgent shipping demand with a free movement on outside orders resulted in a stronger market for fed steers and yearlings. Compared with a week ago, current prices are strong to 25c higher; choice weighty steers ruling strong with all other classes mostly 10¢@15¢ higher; light yearlings and mixed yearlings, 15¢@25¢ up.

Mixed yearlings reached \$9.75, and a number of loads of steers reached \$9.80, including choice 1,664 lbs. medium weights averaging 1,192 lbs. A part load of 1,318 lb. averages established the week's top price of \$10.00.

Choice grades of she stock are strong; lower grades weak to 25c lower. Bulls are steady to weak and vealers 50¢@1.00 higher with practical top \$12.00.

SHEEP—Price trend for the period under review on fat lambs continued upward, the advance being traceable to light receipts at all leading markets. Both spring lambs and old crop lambs are 75¢@1.00 higher than a week ago.

Today's sales of California springers made a price range of \$16.50@16.90, with fed clipped lambs \$15.00@15.60; fat sheep are strong to 25c higher; top on strong ewes, \$7.60.

HOGS—Light receipts, urgent shipping demand and favorable advices from outside centers have been bullish factors in the hog trade, with changes for the period sharply higher. Compared with last Thursday values are 60¢@75¢ higher. Today's bulk, \$13.30@13.85; top, \$14.00.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, May 20, 1926, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
TOP	\$13.00@14.40	\$14.10@14.60	\$13.30@13.85	\$13.50@14.10	\$14.50
BULK OF SALES	13.35@14.15	13.75@14.25	13.25@13.65	13.10@13.65	13.50@14.00
Light wt. (250-350 lbs.), med.-ch.	13.90@14.40	14.05@14.50	13.50@13.90	13.50@14.10	13.50@14.00
Med. wt. (200-250 lbs.), med.-ch.	13.80@14.75	14.25@14.70	13.70@14.00	13.65@14.35	13.45@14.10
Lt. wt. (160-200 lbs.), com.-ch.	13.90@14.85	14.35@14.75	13.70@14.00	13.75@14.50	14.00@14.35
Lt. lt. (130-160 lbs.), com.-ch.	12.60@13.15	12.50@13.00	12.00@13.00	11.75@12.75	14.25@14.50
Packing sows, smooth and rough	14.25@15.00	14.50@14.75	14.25@14.75	14.25@14.75	12.00@12.75
Slighter pigs (130 lbs. down), med.-ch.	14.25@14.75	14.25@14.75	13.50@14.50	14.25@15.25	14.50@15.25
Av. cost and wt., Wed. (pigs excluded)	13.92-240 lb.	14.12-215 lb.	13.50-201 lb.	13.71-251 lb.	.....
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.	9.00@10.15	.....	8.65@ 9.85	8.65@ 9.85	.....
STEERS (1,100-1,500 LBS.):					
Choice	9.65@10.40	9.65@10.25	9.35@10.15	9.25@ 9.85	.....
Good	9.25@10.00	9.00@ 9.65	8.50@ 9.35	8.50@ 9.25	8.00@ 9.50
Medium	8.25@ 9.50	8.00@ 9.00	8.00@ 8.65	7.50@ 8.60	8.00@ 8.60
Common	7.00@ 8.35	6.50@ 8.00	6.50@ 8.00	6.00@ 7.50	6.00@ 8.00
STEERS (1,100 LBS. DOWN):					
Choice	10.00@10.40	9.85@10.35	9.35@10.15	9.25@ 9.85	.....
Good	9.50@10.00	9.25@ 9.85	8.65@ 9.35	8.00@ 9.25	8.00@ 9.50
Medium	8.25@ 9.50	8.00@ 9.25	8.00@ 8.65	7.50@ 8.60	8.00@ 8.60
Common	6.75@ 8.35	6.25@ 8.00	6.40@ 8.00	5.00@ 7.50	6.00@ 8.00
Canner and cutter	5.50@ 6.75	5.25@ 6.25	5.00@ 6.40	4.75@ 5.60	4.00@ 6.00
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down).....	8.75@10.10	9.00@10.25	8.50@ 9.75	8.15@ 9.60	8.50@ 9.50
HEIFERS:					
Good-choice (850 lbs. up).....	7.40@10.10	7.00@ 9.00	6.85@ 8.90	6.75@ 8.75	7.25@ 8.75
Common-med. (all weights).....	6.00@ 8.75	6.00@ 7.75	5.25@ 7.75	5.25@ 7.75	5.25@ 7.25
COWS:					
Good to choice.....	6.50@ 7.65	6.50@ 7.75	6.35@ 7.75	6.15@ 7.00	6.25@ 7.75
Common and medium.....	5.35@ 6.50	5.50@ 6.50	5.50@ 6.35	4.85@ 6.15	4.75@ 6.25
Canner and cutter.....	4.15@ 5.35	3.50@ 5.50	4.00@ 5.50	3.75@ 4.85	3.75@ 4.75
BULLS:					
Good-ch. (beef 1,500 lbs. up).....	6.50@ 6.85	6.50@ 7.00	6.60@ 7.00	6.25@ 6.90	6.00@ 6.75
Good-ch. (1,500 lbs. down).....	6.75@ 7.50	6.50@ 7.25	6.60@ 7.25	6.35@ 7.10	6.00@ 7.00
Can.-med. (canner and bologna).....	5.25@ 6.85	4.50@ 6.75	4.85@ 6.00	4.75@ 6.25	4.50@ 6.50
CALVES:					
Medium to choice (milk fed. exc.)..	6.75@ 8.75	6.00@ 8.50	6.50@ 9.00	6.00@ 8.50	4.50@ 6.40
Cull-common.....	5.00@ 6.75	4.50@ 6.50	4.50@ 6.50	4.00@ 6.00	3.50@ 4.50
VEALERS:					
Medium to choice.....	9.50@13.75	8.00@12.25	8.00@12.50	8.00@12.50	7.50@12.00
Cull-common.....	6.00@ 9.50	5.00@ 8.90	4.50@ 8.00	4.00@ 8.00	4.50@ 6.50
Slaughter Sheep and Lambs:					
Lambs, med. to choice (84 lbs. down).....	13.00@15.75	13.25@15.40	13.00@15.60	13.50@15.40	12.00@15.25
Lambs (92 lbs. up).....	11.50@15.50	11.50@15.00	12.00@15.25	12.00@15.25	12.00@15.25
Lambs, cull-com. (all weights).....	11.00@13.00	10.00@13.25	11.00@13.00	10.75@13.50	10.00@12.00
Yearling wethers, medium to choice.....	10.50@14.50	10.50@13.75	10.00@13.25	10.50@13.50	10.00@12.00
Ewes, common to choice.....	4.75@ 8.25	5.00@ 7.75	4.25@ 7.75	4.25@ 7.75	4.00@ 7.50
Ewes, canners and cull.....	2.00@ 4.75	2.00@ 5.00	1.50@ 4.25	1.00@ 4.25	1.00@ 4.00

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KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Mo., May 20, 1926.

CATTLE—Most fed steers and long yearlings met a fair demand and sold at around steady prices all week, while light weight yearling steers and heifers were rather scarce and are selling at strong to 25c higher rates. Medium weight steers topped the week's trade at \$9.65.

Best heavies and yearlings made \$9.60, while the bulk of the fed offerings cleared from \$8.25@9.15. Texas grassers sold unevenly at weak to 25c lower prices, with \$6.00@7.70 covering the range.

No material change was made in she stock prices. Bulls closed 25c lower, while veals are strong to 50c higher, with the top at \$12.50.

HOGS—Prices on all classes of hogs advanced from 50@75c during the week, and present values are the highest since March, 1925. Medium weight offerings had the preference to both shippers and packers.

Closing levels are at the high point with the top at \$14.50 on choice 150-lb. selections. Best 190@200-lb. kinds reached \$14.15, and 300-lb. butchers made \$13.70.

Packing sows are 70@90c higher, with \$12.25@12.75 taking the bulk.

SHEEP—Mature lambs advanced 75@90c, while springers gained 25@50c. Most of the shorn lambs cleared from \$14.50@15.25, and native and range spring lambs moved at \$16.10@16.85.

Aged sheep are 25c higher, with two-year-old shorn Texas wethers selling at \$10.00@10.50, and others from \$8.75@9.25. Best clipped ewes reached \$7.75, with fat arrivals largely at \$7.00@7.50.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)
E. St. Louis, Mo., May 20, 1926.

CATTLE—Although receipts were somewhat larger than last week, fat light weight steers and mixed yearlings and heifers showed a slight improvement. Compared with one week ago, beef steers steady, with tidy light weights 10@15c higher; fat mixed yearlings and heifers, 25c higher, others steady; beef cows, 25c lower; canners, 25@35c lower; bologna bulls, 50c lower; good and choice shipping vealers, 25@75c higher.

Tops for week: heifers, \$10.25; year-

lings, \$9.85; matured steers, \$9.75. Bulks for the week: native steers, \$7.50@9.35; western steers, \$6.50@7.00; fat mixed yearlings and heifers, \$9.00@9.75; cows, \$5.75@6.50; canners \$4.00@4.50.

HOGS—Hog values have ascended to new high levels for the year, top rising to \$14.75 today with the market showing a 50@75c advance over a week ago. The maximum upturn is reflected in medium and heavy butchers.

Bulk of offerings today, 200 lbs. down, cleared from \$14.50@14.60; a load or two of light hogs, \$14.65 and \$14.70; light lights and pigs up to \$14.75; good 200@220 lbs. butchers ranged from \$14.35@14.50; 230@250-lb. weights, \$14.15@14.25; 260@300-lbs., \$14.00@14.15; packing sows, \$12.75@12.85.

SHEEP—The fat lamb market gave a better account of itself this week but aged sheep are still in a rut. Fat lambs advanced 50c, while some fat ewes show that much lower.

Choice light clipped lambs reached \$15.40 today; bulk Tennessee and Kentucky spring lambs, \$17.50; natives, \$17.00 17.25; light weight clipped ewes, \$7.50; medium and heavy ewes, \$6.50@7.00.

ST. PAUL.

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., May 19, 1926.

CATTLE—A slow, draggy undertone still prevails in the market for fed steers and the more desirable grades of fat she stock, although little if any actual price change is evident from last Wednesday. Other killing classes are also on a nominally steady basis with the exception of bologna bulls, these staging a 15@25c reaction since the low time a week ago.

Top heavy steers this week scored at \$9.25, with numerous loads of all weights making \$8.85@9.15, bulk of all offerings selling at \$8.00@8.75.

Fat she stock is holding to a \$4.75@6.25 bulk on cows and \$6.00@7.25 spread for

heifers, lighterweights of the latter scoring up to \$8.50. Canners and cutters sold today at \$4.00@4.50 mostly, bulls from \$5.50 @6.00, heavies up to \$6.25.

Veal calves have sold on a runaway market, price levels being boosted sharply on practically every session this week, with the close today the high point, good lights scoring mainly at \$11.00@11.25, with choice kinds up to \$11.50.

HOGS—Compared with last Wednesday, prices in the hog division are around 75c higher, with packing sows ranging from \$1.00@1.50 higher. Pigs are steady. Outside of a steady to weak market which developed here on Tuesday, the market has been on the up-grade.

On Wednesday bulk of the 150 to around 200 lb. averages sold at \$14.00@14.25; a small number of 130@140 lb. averages mostly to dealers at \$14.35@14.50. Bulk of the medium and heavy weight butcher hogs sold at \$13.50@13.85, some plain heavy kinds at \$13.00@13.25.

Most of the hogs between \$13.00@13.50 carried an end of packing sows or stags. Bulk of the desirable pigs sold at \$15.00.

SHEEP—Trading in clipped lambs is around 25c higher than last week's mid-session, best clippers selling Wednesday at \$15.25, less desirable kinds downwards to \$14.75. Best shorn ewes are around 50c higher for the period. Bulk of the clipped ewes cashed recently at \$6.00@7.25.

Woolled ewes are salable at \$7.00@8.50. Included in the receipts this week were some genuine spring lambs that sold at \$16.00@16.50.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., May 18, 1926.

CATTLE—Cattle receipts for two days this week around 7,000 against 4,422 last week. Beef steers and yearlings plentiful and quality better than previous week. Monday's market strong to 15c higher. Tuesday's steady to 15c lower.

Top steers averaging 1,036@1,387 lbs. at

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\$9.50; other good kinds, \$9.35@9.40. Bulk of sales, \$8.50@9.25. Texas grassers, \$5.85@7.25. Colorado steers, \$8.75@9.25. Mixed yearlings sold \$8.25@9.15.

Cows weak to 25c lower, heifers and bulls generally steady. Choice heifers sold up around \$9.00, with most sales \$7.50@8.50.

Bulls largely \$6.00@6.50, choice grades higher. Calves strong to 50c higher, choice veals \$11.50.

HOGS.—Hog receipts around 10,500 for two days compared with 7,983 same days last week. Prices generally steady with last week's close.

Today's top \$14.25 on light-lights, with bulk of all sales \$13.60@14.00. Throwout packing sows \$12.25@12.50.

SHEEP.—Sheep receipts light, numbering around 5,500 for the week to date. Market strong to shade higher, Native lambs, \$16.00@16.50; Californias at same figures, clips scarce. Colorado fed lambs \$15.75.

Aged sheep scarce; ewes, \$7.00@7.50.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, May 15, 1926, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.	
Armour & Co.	6,240	7,900	20,902	
Swift & Co.	6,846	8,900	21,788	
Morris & Co.	4,023	5,200	9,674	
Wilson & Co.	5,808	8,700	10,463	
Anglo-Amer. Prov. Co.	1,628	2,400	.....
G. H. Hammond Co.	3,254	3,100	.....
Libby, McNeill & Libby.	980	.....	.....
Brennan Packing Co.	5,300	hogs; Miller & Hart, 3,400 hogs; Independent Packing Co., 4,800 hogs; Lloyd Latham & Co., 3,000 hogs; Western Packing & Provision Co., 8,100 hogs; Roberts & Oake, 3,100 hogs; others, 18,700 hogs.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,847	888	5,932	2,939
Cudahy Pkg. Co.	3,061	650	3,796	6,009
Howler Pkg. Co.	137			
Morris & Co.	2,637	577	3,542	2,304
Swift & Co.	3,393	1,006	4,936	4,852
Wilson & Co.	4,124	774	7,017	3,935
Local butchers	770	198	704	
Total	17,478	4,102	23,897	20,090

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,832	9,455	5,063
Cudahy Pkg. Co.	4,704	7,311	8,544
Dold Pkg. Co.	1,376	4,763	
Morris & Co.	2,417	3,282	5,050
Swift & Co.	6,006	6,658	9,108
Hoffman Pkg. Co.	77		
Mayerowitch & Vall.	25		
Olmer & M. Prov. Co.	70		
Omaha Pkg. Co.	70		
John Roth & Sons.	97		
So. Omaha Pkg. Co.	100		
Lincoln Pkg. Co.	193		
Nagle Pkg. Co.	177		
St. Clair Pkg. Co.	156		
Wilson & Co.	142		
Kennett-Murray & Co.		3,442	
J. W. Murphy		5,248	
Other hog buyers, Omaha.		9,514	
Total	20,536	49,653	27,825

ST. LOUIS.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	1,830	7,113	1,412
Swift & Co.	2,846	6,610	2,441
Morris & Co.	1,507	4,598	1,431
St. Louis Dressed Beef	1,114		
Independent Packing Co.	729		105
East Side Pkg. Co.	1,344		5,744
Hell Pkg. Co.	5		988
American Pkg. Co.	92		1,436
Krey Packing Co.	149		1,479
Sartorius Prov. Co.			537
Sleff Pkg. Co.			39
Genet Bros. Co.			48
Butchers	10,764	48,655	1,246
Total	20,524	78,876	6,777

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,640	600	10,607	14,900
Armour & Co.	1,595	512	4,950	1,974
Morris & Co.	1,618	431	5,716	1,842
Others	1,758	2	4,444	879
Total	7,611	1,644	25,816	19,694

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,506	245	8,915	505
Armour & Co.	2,815	230	7,588	404
Swift & Co.	1,842	229	4,927	518
Sacks Pkg. Co.	35	29		
Smith Bros Pkg. Co.	35	15	50	
Local butchers	85	13	21	
Order buyers & packer shipments	1,005		9,533	
Total	8,113	759	30,134	1,427

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,559	4,490	15,472	752
Cudahy Packing Co.	443	3,273	1,927	
Hertz & Rifkin.	271	34		
Swift & Co.	4,387	6,982	21,131	1,034
United Packing Co.	1,585	297		
Others	923	454	5,024	
Total	11,168	15,530	44,154	1,780

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	583	402	7,040	1,830
Dold Pkg. Co.	320	52	3,698	
Local butchers	209			
Total	1,112	454	10,738	1,830

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	648	368	2,443	1,085
Armour & Co.	517	207	2,424	2,724
Bayne-Murphy	125	190	1,110	
Others	176	378	436	395
Total	1,868	1,152	6,413	4,204

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,187	616	1,753	62
Wilson & Co.	1,699	694	4,903	99
Others	87		196	
Total	2,940	1,280	6,552	131

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,414	3,687	9,230	2,611
Kingman & Co.	1,814	1,093	15,767	123
Armour & Co.	476	51	2,518	39
Indianapolis Abt. Co.	1,606	340		19
Hilgemeyer Bros.			975	
Brown Bros.	151	20		7
Bell Packing Co.	10		2,938	
Schussler Pkg. Co.	12		223	
Riverview Pkg. Co.	7	4	142	
Meier Packing Co.	123	16	267	
Indiana Prov. Co.	49	30	224	4
Art Wabnitz	1	60		56
Hooser Abt. Co.	20			
Others	472	132	110	32
Total	6,271	5,428	29,834	2,891

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	728	288	2,548	343
Kroger Groc. & Bak. Co.	190	150	2,182	
Gus Juengling	140	144		40
J. & F. Schroth Pkg. Co.	10		2,656	
H. H. Meyer Pkg. Co.	44		2,185	
J. Hilberg's Sons.	167			54
A. Sander Pkg. Co.	7		1,613	
Sam Gall	12			283
J. Schiacter's Sons.	24			81
Wm. G. Rehn's Sons.	167			
Total	1,712	862	11,478	761

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending May 15, 1926, with comparisons:

CATTLE.

	Week ending May 15, 1925.	Prev. week.	Cor. week 1925.
Chicago	28,869	30,876	30,879
Kansas City	30,099	22,025	19,673
Omaha	20,536	25,701	22,145
St. Louis	20,524	25,725	23,931
St. Joseph	7,611	11,203	7,421
Sioux City	8,113	12,180	9,433
Omaha City	2,940	4,130	3,017
Indianapolis	6,271	6,099	5,859
Cincinnati	1,712	1,755	1,759
Milwaukee		2,678	2,166
Wichita	1,112	1,147	1,642
Denver	1,868	2,412	2,209
St. Paul	11,168	11,385	10,400
Total	130,823	157,331	140,534

HOGS.

	Week ending May 15, 1925.	Prev. week.	Cor. week 1925.
Chicago	82,900	91,000	103,700
Kansas City	25,897	23,485	21,865
Omaha	49,653	62,933	68,895
St. Louis	78,776	78,008	81,574
St. Joseph	25,816	25,011	26,052
Sioux City	30,134	37,741	49,862
St. Paul	6,552	5,452	3,713
Indianapolis	29,834	25,812	38,842
Cincinnati	11,478	11,889	13,485
Milwaukee		9,683	6,313
Wichita	10,738	10,099	13,876
Denver	6,413	8,030	5,932
St. Paul	44,154	44,177	54,602
Total	362,145	434,171	489,311

SHEEP.

	Week ending May 15, 1925.	Prev. week.	Cor. week 1925.
Chicago	62,827	56,189	73,739
Kansas City	17,478	26,253	26,739
Omaha	27,825	33,367	36,236
St. Louis	6,777	6,185	7,083
St. Joseph	19,694	23,515	23,174
Sioux City	1,427	3,270	774
Omaha City	131	111	76
Indianapolis	2,891	1,057	344
Cincinnati	761	705	624
Milwaukee		184	327
Wichita	1,830	1,033	547
Denver	4,204	5,244	4,003
St. Paul	1,786	1,569	2,553
Total	147,631	158,622	181,199

RECEIPTS AT CENTERS.

SATURDAY, MAY 15, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	500	2,000	2,000
Kansas City	400	1,500	400
Omaha	100	3,000	100
St. Louis	300	3,500	100
St. Joseph		1,200	1,500
Sioux City	300	4,000	500
St. Paul	200	1,000	
Oklahoma City	400	300	
Fort Worth	800	200	
Milwaukee		100	
Denver		200	500
Louisville	100	400	
Wichita	400	800	400
Indianapolis	200	2,500	100
Pittsburgh	100	500	500
Cincinnati	200	1,900	600
Buffalo	100	300	400
Cleveland	100	1,000	300
Nashville, Tenn.			
Toronto	600	500	100

MONDAY, MAY 17, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	20,000	34,000	18,000
Kansas City	10,000	9,000	8,000
Omaha	9,500	7,500	5,000
St. Louis	6,000	15,000	800
St. Joseph	4,800	2,000	2,700
Sioux City	3,500	6,000	1,000
St. Paul	4,200	11,000	500
Oklahoma City	500	900	
Fort Worth	6,500	1,500	5,000
Milwaukee		200	100
Denver	9,300	2,000	800
Louisville	1,100	1,200	1,500
Wichita	800	1,000	500
Indianapolis	800	4,500	100
Pittsburgh	1,000	3,000	300
Cincinnati	1,700	4,900	500
Buffalo	2,000	8,000	6,000
Cleveland	1,100	4,500	1,500
Nashville, Tenn.	300	1,000	1,300
Toronto	4,700	1,300	700

TUESDAY, MAY 18, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	18,000	8,000
Kansas City	8,500	8,000	7,000
Omaha	6,500	5,000	5,500
St. Louis	6,500	12,000	2,000
St. Joseph	3,000	4,500	3,200
Sioux City	2,000	8,000	
St. Paul	2,500	6,500	
Oklahoma City	800	1,000	
Fort Worth	2,500	500	1,000
Milwaukee	900	3,500	600
Denver	800	1,700	800
Louisville	100	1,000	
Wichita	100	3,600	200
Indianapolis	1,500	6,000	200
Pittsburgh	100	500	300
Cincinnati	400	3,700	600
Buffalo	100	1,000	600
Cleveland	100	1,500	500
Nashville, Tenn.	100	800	600
Toronto	1,000	1,200	100

WEDNESDAY, MAY 19, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	11,000	6,000
Kansas City	6,500	10,500	8,000
Omaha	4,000	10,500	4,500
St. Louis	5,700	13,000	1,0

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES.—The market for packer hides continues active and strong, sales of all descriptions during the week recording advances of $\frac{1}{2}$ c over sales of previous week. Late sales of native steers and extreme native steers are reported at a full cent advance over last week.

While there is considerable improvement in the quality of the current take-off, the advance in price appears to be well founded on demand. For some selections the demand is greatly in excess of the supply.

Buyers are steadily resisting the advance, but it is apparent that tanners' stocks are none too large. The movement during the week is estimated at around 90,000 hides.

There has been no recent trading in spready native steers, but these are quoted nominally around $15\frac{1}{2}$ @ 16 c, in line with the advance on other descriptions. One lot of about 6,500 April-May heavy native steers sold early in the week at $13\frac{1}{2}$ c. Later three lots, totalling 18,000 May hides, sold at 14 c, or a full cent advance over the price obtained last week for May hides.

A late sale of several cars of extreme native steers was reported at 14 c for May and $13\frac{1}{2}$ c for April; these also showed a full cent advance. One small lot of butt branded steers sold at $12\frac{1}{2}$ c for April and 13 c for May; another lot of 5,000 April-May hides sold at 13 c. Three lots of May Colorados, totalling 10,000, moved at $12\frac{1}{2}$ c.

Two cars of April-May heavy Texas steers brought 13 c. A lot of 3,000 light Texas steers sold at $12\frac{1}{2}$ c for May, and more were wanted at this figure. Extreme light Texas steers are very much in demand at 12 c.

Heavy native cows are somewhat out of line with other descriptions. There were sales last week at $11\frac{1}{2}$ c; later 12 c was bid, and one packer is holding for 13 c. There has been some private trading during the week at a price understood to have been $12\frac{1}{2}$ c.

Three lots of light native cows, totalling about 7,500, sold early in the week at $13\frac{1}{2}$ c, reported to be from selected points. Later 3,200 more sold at $13\frac{1}{2}$ c and this figure is now bid for light native cows from all points. Branded cows are well sold up; around 5,000 May branded cows moved at 12 c, and $12\frac{1}{2}$ c is now asked.

Native bulls are quiet and quoted nominally at $9\frac{1}{2}$ c; last previous sale was at 9 c for January to April bulls. Branded bulls are inactive and held at around 8 @ 9 c, according to location.

SMALL PACKER HIDES.—Small packers have scored a sharp advance over April in their first sales of May take-off. Early in the week one killer sold May production of about 5,000 at $12\frac{1}{2}$ c for all weight native steers and cows and $11\frac{1}{2}$ c for branded stocks.

Later, three more small packers disposed of their May production, totalling around 18,500 hides, at a further advance, obtaining 13 c for all weight native steers and cows and 12 c for branded.

Native bulls last sold at 9 c. Branded bulls are inactive and quoted nominally at $7\frac{1}{2}$ @ 8 c, based on last sales some time ago.

The sharp advance in the small packer market was not unexpected, in view of the strength in the big packer stocks and the fact that small packers have shown little inclination to dispose of their May take-off until very recently.

COUNTRY HIDES.—Country hides are firm, reflecting the strength in the big

packer market. Tanners show very little interest in heavy hides and are not inclined to pay any advance on all-weights. Some claim $10\frac{1}{2}$ c, selected, delivered, is the highest possible top for good all-weights, but 11 c has been paid for some choice lots.

Production of heavy steers is light and market quoted around $10\frac{1}{2}$ @ 11 c, nominally. Heavy cows are held around $9\frac{1}{2}$ c, but heavy stocks generally are slow to move at the prices asked.

There is a good demand for light weight stock but tanners are not inclined to pay what dealers consider the market today. Buff weights are held at around $10\frac{1}{2}$ c, with 11 c talked of in some quarters; buyers are not inclined to pay much over 10 c, and are talking lower prices.

Extremes are quoted at 12 @ $13\frac{1}{2}$ c and up to 14 c asked for some choice light hides. Bulls are listed around 8 @ $8\frac{1}{2}$ c; western all-weight branded quoted 9 @ $9\frac{1}{2}$ c, Chicago freight.

Receipts of hides at Chicago for week ending May 15th, 2,665,000 lbs.; previous week, 3,961,000 lbs.; same week a year ago, 3,209,000 lbs. From Jan. 1 to May 15 this year, 62,254,000 lbs.; same period a year ago, 75,756,000 lbs.

Shipments of hides from Chicago for week ending May 15th, 4,920,000 lbs.; previous week, 4,292,000 lbs.; same week a year ago, 3,041,000 lbs. From Jan. 1 to May 15 this year, 98,966,000 lbs.; same period a year ago, 98,130,000 lbs.

CALFSKINS.—Packer calfskins are strong. One packer moved a round lot of several cars late in the week at $19\frac{1}{2}$ c, or a $\frac{1}{2}$ c advance over last sale of April skins. Others are asking up to 20 c for April skins.

First salted Chicago city calfskins last sold at $17\frac{1}{2}$ c but holders are firm for 18 c; resalted lots are held at 15 @ 17 c, depending upon condition and selection. Outside city calfskins are quoted at $16\frac{1}{2}$ @ 17 c.

Kipskins are well sold up to May. Last sale of packer kips reported at $17\frac{1}{2}$ c and now offered at 18 c for May. Overweights quoted nominally at $16\frac{1}{2}$ c, branded 14 @ 15 c.

First salted Chicago city kipskins are quoted at 16 c, nominally; resalted lots are held at 14 @ 15 c, selected. Outside city kips held at $14\frac{1}{2}$ @ 15 c, selected.

Last sale of packer regular slunks at $87\frac{1}{2}$ c; these appear rather scarce and one packer is still holding April production at 95 c. Hairless slunks quoted at 50 @ 65 c.

MISCELLANEOUS MARKETS.—Dry hides are steady and flint dry quoted around 18 @ 20 c, depending upon weights and sections.

Horsehides are firm; light average country lots are listed around $\$4.00$. Choice renderers are quoted at $\$4.50$ @ 5.00 , while up to $\$5.25$ has been paid for some lots of choice renderers with full heads and shanks.

Packer shearlings are in good demand at $\$1.35$ @ 1.40 for big packer stocks. Ordinary run of lambs, with smaller spread of skin, quoted around $\$1.15$ @ 1.25 . Dry pelts are quoted at 20 @ 24 c, depending upon description.

No. 1 pig skin strips are in light demand and quoted nominally at 7 @ $7\frac{1}{2}$ c. Galatine stocks are quiet and last sold at $5\frac{1}{4}$ c.

New York.

NEW YORK PACKER HIDES.—The market for New York packer hides continues strong, reflecting the recent price advances in the West. May native steers have sold at $12\frac{1}{2}$ c and 13 c is now asked. Branded hides are in good demand but tanners are a bit slow to pay any advance; butt branded are held at $12\frac{1}{2}$ c, Colorados at 12 c. Sellers show little willingness to shade prices and the general feeling is

that May hides will bring a substantial premium over April take-off.

COUNTRY HIDES.—The demand for country hides has shown a little improvement; offerings are lighter and prices are holding firmly. Fairly good inquiries are reported and holders are inclined to be more optimistic as the packer hide market shows more strength.

CALFSKINS.—New York City calfskins are unchanged but well sold up and prices firmly established on basis of $\$1.65$ @ 1.70 for 5-7's; $\$1.95$ @ 2.00 for 7-9's and $\$2.65$ for 9-12's. Little change was expected, due to the sold up position of the market, but the interest in skins continues good.

DRY HIDES.—Common dry hides are quiet but steady. As expected, there has been little change in prices and movement continues light. Late arrivals have been absorbed and offerings are light. Buyers' needs appear to be taken care of and there is some disposition on the part of buyers to wait the market out and allow stocks to accumulate; arrivals, however, continue light.

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending May 15, 1926, amounted to 2,919 metric tons, according to cable reports to the U. S. Department of Commerce. Of this amount, 2,733 metric tons went to England.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending May 22, 1926, with comparisons, are reported as follows:

	PACKER HIDES.		
	Week ending May 22, '26.	Week ending May 15, '26.	Cor. week, 1925.
Spready native steers	@ $15\frac{1}{2}$ c	@ 14 c	@ 16 c
Heavy native steers	@ 14 c	@ 13 c	$14\frac{1}{2}$ @ $14\frac{1}{2}$ c
Heavy Texas steers	@ 13 c	@ $12\frac{1}{2}$ c	@ $14\frac{1}{2}$ c
Heavy butt branded steers	@ 13 c	@ $12\frac{1}{2}$ c	@ 14 c
Heavy Colorado steers	@ $12\frac{1}{2}$ c	@ 12 c	@ 13 c
Ex-Light Texas steers	@ 12 c	@ $11\frac{1}{2}$ b	@ 13 c
Branded cows	@ 12 b	@ $11\frac{1}{2}$ b	@ 13 c
Heavy native cows	@ $12\frac{1}{2}$ ax	@ $11\frac{1}{2}$ b	$13\frac{1}{2}$ @ $13\frac{1}{2}$ c
Light native cows	@ 14 c	@ 13 b	@ $13\frac{1}{2}$ c
Native bulls	@ 10 n	@ 9 n	@ 11 c
Branded bulls	@ $8\frac{1}{2}$ n	@ $7\frac{1}{2}$ n	$9\frac{1}{2}$ @ $9\frac{1}{2}$ c
Calfskins	@ 20 c	$18\frac{1}{2}$ @ 19 c	@ 22 c
Kips	@ $17\frac{1}{2}$ c	@ 17 n	17 @ $17\frac{1}{2}$ c
Kips, over-t	@ $15\frac{1}{2}$ n	@ $15\frac{1}{2}$ n	15 @ $15\frac{1}{2}$ c
Kips, branded	$13\frac{1}{2}$ @ 14 c	$13\frac{1}{2}$ @ 14 c	@ $13\frac{1}{2}$ c
Slunks, regular	@ 95 ax	@ 95 ax	@ 1.00 c
Slunks, hairless	50 @ 65 c	00 @ 65 c	00 @ 65 c

Light, Native, Butts, Colorado and Texas steers 10 per lb. less than heavies.

CITY AND SMALL PACKERS.

	Week ending May 22, '26.	Week ending May 15, '26.	Cor. week, 1925.
Natives, all weights	@ 13 c	@ 12 c	@ 13 c
Bulls, native	$8\frac{1}{2}$ @ 9 c	@ 9 c	@ 11 c
Br. str. hds.	@ 12 c	@ 11 c	@ $12\frac{1}{2}$ c
Calfskins	@ $17\frac{1}{2}$ n	@ $15\frac{1}{2}$ n	19 @ $19\frac{1}{2}$ c
Kips	@ 16 n	14 @ $14\frac{1}{2}$ c	$14\frac{1}{2}$ @ 15 c
Slunks, regular	@ $77\frac{1}{2}$ c	50 @ $77\frac{1}{2}$ c	@ 1.00
Slunks, hairless	No. 1..... 25 @ 30 n	25 @ 30 n	25 @ 30 c

COUNTRY HIDES.

	Week ending May 22, '26.	Week ending May 15, '26.	Cor. week, 1925.
Heavy steers	$10\frac{1}{2}$ @ 11 c	$10\frac{1}{2}$ @ 11 c	12 @ $12\frac{1}{2}$ c
Heavy cows	$9\frac{1}{2}$ @ 10 c	9 @ $9\frac{1}{2}$ c	11 @ $11\frac{1}{2}$ c
Butts	10 @ $10\frac{1}{2}$ c	9 @ $10\frac{1}{2}$ c	$11\frac{1}{2}$ @ 12 c
Extremes	$12\frac{1}{2}$ @ 13 c	12 @ 13 c	13 @ 14 c
Bulls	7 @ $7\frac{1}{2}$ c	7 @ $7\frac{1}{2}$ c	$8\frac{1}{2}$ @ 9 c
Branded hides	8 @ $8\frac{1}{2}$ c	8 @ $8\frac{1}{2}$ c	$9\frac{1}{2}$ @ 10 c
Calfskins	$12\frac{1}{2}$ @ 13 c	$12\frac{1}{2}$ @ 13 c	$14\frac{1}{2}$ @ 15 c
Kips	$10\frac{1}{2}$ @ $11\frac{1}{2}$ c	$10\frac{1}{2}$ @ $11\frac{1}{2}$ c	12 @ $12\frac{1}{2}$ c
Slunks, regular	$\$0.65$ @ 0.70	$\$0.65$ @ 0.70	$\$0.90$ @ 1.00
Slunks, hairless	$\$0.55$ @ 0.60	$\$0.55$ @ 0.60	$\$0.80$ @ 0.90
Slunks, regular	$\$0.55$ @ 0.60	$\$0.55$ @ 0.60	$\$0.80$ @ 0.90
Slunks, hairless	$\$0.15$ @ 0.20	$\$0.15$ @ 0.20	$\$0.25$ @ 0.35
Horsehides	$\$3.50$ @ 4.50	$\$3.50$ @ 4.25	$\$4.25$ @ 5.25
Hogskins	$\$0.20$ @ 0.25	$\$0.20$ @ 0.25	$\$0.25$ @ 0.30

SHEEPSKINS.

	Week ending May 22, '26.	Week ending May 15, '26.	Cor. week, 1925.
Large packers	$\$1.75$ @ 2.25	$\$1.75$ @ 2.25	$\$2.25$ @ 2.60
Small packers	$\$2.50$ @ 2.85	$\$2.50$ @ 2.85	$\$3.25$ @ 3.50
Pkrs. shearings	$\$1.35$ @ 1.40	$\$1.35$ @ 1.40	$\$1.10$ @ 1.15
Dry pelts	$\$0.20$ @ 0.25	$\$0.20$ @ 0.25	$\$0.25$ @ 0.30

ICE AND REFRIGERATION

ICE NOTES.

A new ice and cold storage plant is soon to be erected in Borger, Tex., by R. F. McMillen, formerly of Kansas City.

Local interests are considering the erection of a new cold storage plant in Newark, N. Y.

Considerable improvements are being made at the Grandview Cold Storage Company's plant at Grandview, Wash.

A new cold storage plant is being built in White Bluffs, Wash., by the Priest Rapids Ice and Cold Storage Company.

Ackerman Ice Company has been incorporated in Ackerman, Miss., with a capital stock of \$12,000 by W. S. Moore, J. M. Sardis and others.

Ft. Worth Ice Manufacturers Association has been chartered in Ft. Worth, Tex., by O. T. Clark, 2506 May street, Ft. Worth, and others.

Southern Ice & Utilities Company plans to build a 40-ton capacity ice plant and storage house in Gurdon, Ark.

Mutual Ice & Fuel Company has been incorporated in Barnwell, S. C., with a capital stock of \$20,000 by R. C. Holman, R. C. Herndon and others.

Bynum Ice & Coal Company has been incorporated in High Point, N. C., with a capital stock of \$75,000 by J. H. Bynum, W. H. Robinson and others.

REFRIGERATED SPACE IN U. S.

A survey of the amount of refrigerated space in the United States was made during the latter part of 1925 by the U. S. Bureau of Agricultural Economics. This

report, which was recently given out in a brief form, shows an increase of 67,529,525 cu. ft. of refrigerated space in 1925 over 1922, when the last survey was made.

The following table shows the results for 1925, with comparisons for 1922:

Class of business.	1925		1922	
	No. concerns.	Total space.	No. concerns.	Total space.
Public cold storage	416	242,563,913	333	199,821,640
Private cold storage	264	24,065,827	261	18,451,556
Combined public and private cold storage	212	57,034,780	222	43,935,581
Meat packing plants doing public cold storage business	397	246,165,622	455	261,353,408
Meat packing plants doing public cold storage business	34	56,837,008	24	38,076,040
Total refrigerated space	1,323	626,607,750	1,315	559,138,225

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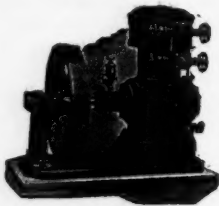
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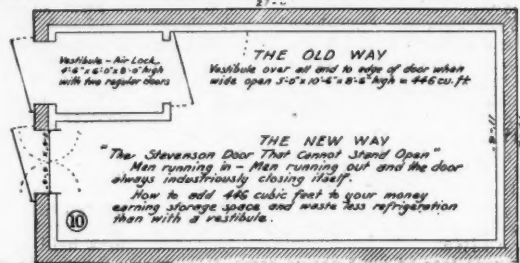
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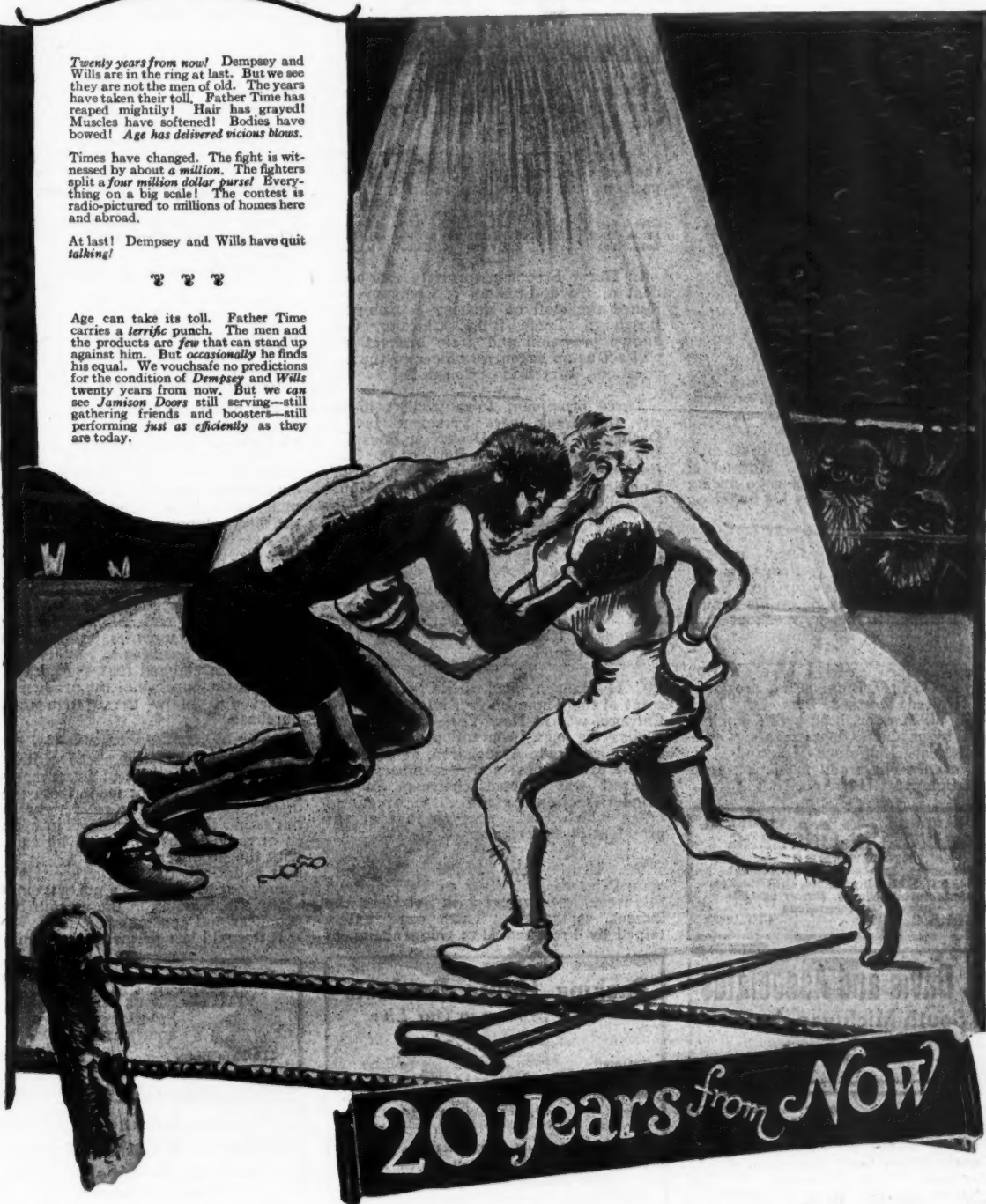
Twenty years from now! Dempsey and Wills are in the ring at last. But we see they are not the men of old. The years have taken their toll. Father Time has reaped mightily! Hair has grayed! Muscles have softened! Bodies have bowed! *Age has delivered vicious blows.*

Times have changed. The fight is witnessed by about a million. The fighters split a four million dollar purse! Everything on a big scale! The contest is radio-pictured to millions of homes here and abroad.

At last! Dempsey and Wills have quit talking!

☺ ☺ ☺

Age can take its toll. Father Time carries a terrific punch. The men and the products are few that can stand up against him. But occasionally he finds his equal. We vouchsafe no predictions for the condition of Dempsey and Wills twenty years from now. But we can see Jamison Doors still serving—still gathering friends and boosters—still performing just as efficiently as they are today.



Jamison Doors

Jamison Cold Storage Door Company
Hagerstown Maryland U. S. A.

Chicago Section

Ernest Urwitz, of the Dryfus Packing & Provision Co., Lafayette, Ind., made a brief trip to the city this week.

E. C. Merritt, general manager of the St. Louis Independent Packing Co., St. Louis, Mo., was a business caller in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 34,155 cattle, 12,493 calves, 48,552 hogs and 22,256 sheep.

Ralph S. Dold, of Buffalo, N. Y., looking sunburned and healthy, passed through the city this week on his way to California to attend a trade convention.

Carl Smith, of John W. Hall's brokerage organization, returned to the city last Monday, after spending all of the previous week in New York on business.

Ralph Diagneau, manager of the provision department of Geo. A. Hormel & Co., Austin, Minn., was in Chicago during the week. Ralph always has his finger on the pulse of the market.

Otto Blaurock, genial general manager of the Western Packing & Provision Co., left Chicago last Thursday for New York. He sailed Saturday, May 22, on his annual trip to Europe, to be gone about two months.

Among Eastern packers in town this week were Walter Blumenthal, president of the United Dressed Beef Co., New York; H. W. Marston, head of the purchasing and by-products departments, Cockran, Hill & Co., Baltimore, Md.; and T. E. Byous, of the by-products department, Swift & Company, Harrison, N. J.

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A. C. Stott, of Swift & Company's lard department, returned to his desk late last week from the Interstate Cottonseed Crushers' Convention in New Orleans. They couldn't hold a crushers' convention without Al.

Provision shipments from Chicago for the week ending May 15, 1926, with comparisons, are reported as follows:

	Last week	Prev. week	Cor. week
	1925	1926	1926
Cured meats, lb.....	18,937,000	17,409,000	15,608,000
Fresh meats, lb.....	44,002,000	41,987,000	41,807,000
Lard, lbs.	8,271,000	7,095,000	9,852,000

L. Harry Freeman, formerly vice-president of Boyd, Lunham & Company, has joined the staff of Rumsey & Company, Board of Trade Bldg., Chicago, well-known provision and grain brokers, and will act as an executive officer of the corporation. Watch Harry's smoke!

Three prominent Iowa packers in the city this week were President Jay E. Decker, of Jacob E. Decker & Sons Co., Inc., Mason City; R. A. Rath, of the Rath Packing Co., Waterloo, Ia.; and Frank Kohrs, secretary-treasurer of the Kohrs Packing Co., Davenport, Iowa.

Prices realized on Swift & Company sales of carcass beef in Chicago for week ending Saturday, May 15, 1926, on shipments sold out were as follows: Cows, common to good, 10.50@14c; steers, common to medium, 13@15.50c; steers, good to choice, 16@20c, and averaged 14.45 cents per pound.

C. H. Hanson, head of the spice department of the Thomson & Taylor Company, Chicago, was in New York last week attending the annual convention of the American Spice Trade Association, of which he is one of the most active members. Mr. Hanson was elected chairman of the grinder section of the Association, an office which ranks next to that of the president in importance.

Joe Laurie, the famous "half-pint" comedian, was a visitor to Packingtown this week, in company with Sol Hess, the famous cartoonist. They were entertained by Fred and Max Guggenheim, of

Guggenheim Bros. Laurie said this was his first visit to the Yards, though he had appeared in Chicago many times, and he ran across more "bull" than he thought was in existence.

DIRECT VS. COUNTRY BUYING.

(Continued from page 20.)

Armour and Company at Kansas City cost more per hundredweight alive than those bought on the adjacent public market. The same condition applies to all other direct hogs bought by this company, whether they come from Louisville, Nashville, or Peoria, or from the wheat belt of the northwest.

This condition is not only characteristic of Armour and Company, but of every other packer who operates under both systems.

Benefits to Packer Other Than Price.

The offsetting factor is that the packer has a certainty of his supply, and can protect himself by economies in operation, by guarding against irregularity in rates of slaughter, etc., and also against such common risks as piggy sows, bruised animals, diseases and condemnations. Under the direct shipping system peaks and gluts do not occur, and the rate of operation, the size of slaughter gangs, shipping gangs, etc., and other variable factors in operating costs can be forestalled.

The packer operating under the direct shipping system need not be prepared to handle so many emergencies, either in plant operations or in financing.

It is also claimed that the packer must profit at the expense of the producer, or he would not follow the system of direct purchase.

Where the Packer Gains.

It is true that the packer for a time gains from the system of direct marketing, but his gains are not made from the producer, since he actually pays higher prices, but rather through economies in operation, as already discussed, which he can share with the producer.

It is difficult to say whether this saving comes out of anybody's pocket, since it is really a narrowing in the margin between producer and consumer.

If it could last permanently, it might be

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a definite saving from the standpoint of national economics. But unfortunately the system of direct buying usually increases to such an extent that the costs of the hogs rise to a point prohibitive of further increase.

Comparison of the Results.

To summarize, it would appear that the volume of livestock passing through the centralized markets, as compared to the volume shipped direct, tends to increase and decrease in cycles corresponding to the rates of farm production. Each system acts as a check on the other, because the increased costs of buying and the volume of risks incurred by the packer gradually increase under the system of direct marketing until the packer is forced to abandon it, since his profits are eaten up.

On the other hand, when centralized marketing costs get too great, the volume of direct marketing increases, and operates as a check the other way.

Instead of each being a menace to the other, each provides a competitive check on the other, neither being destructive of the other.

If the overhead of another kind of marketing system could be kept down, it might even prove to be an economic advantage if some other scheme should be devised which could compete with both the direct and centralized systems!

KENNETT-MURRAY MEN MEET.

The third annual managers' meeting of the Kennett-Murray Live Stock Buying Organization was held at the West Baden Springs Hotel, West Baden, Ind., May 2 to 5, 1926.

A report of business handled was made by the various managers, which showed that for the first four months of 1926 the business done by the organization was 32.5 per cent greater than the same months last year, in spite of smaller receipts at practically all the larger markets.

Talks were made by each manager, and these were followed by talks by W. L. Kennett and F. L. Murray. Every manager received the personal thanks of the principals, and all pledged themselves to a continuation of the famous Kennett-Murray service.

The report of the Service Department showed that during its first year of operation it handled 135 inquiries relating to loss and damage claims, 203 relating to overcharges and rates, 73 on rates and service, 113 about bedding cars, and 86 relating to market information.

Arrangements were made to extend the group insurance plan to all employees. Under this plan every employee will be insured for \$5,000 at the expense of the organization, this covering both yard and office help.

Authorization was also given to the Service Department to continue important traffic and market work now under way and in contemplation.

Those present included:

W. L. Kennett, Louisville, Ky.; F. L. Murray, Nashville, Tenn.; W. M. Burrows, Chicago office; J. A. Wehinger, Cincinnati office; P. B. Stewart, Detroit office; R. J. Colina, Omaha office; J. T. E. R. Whiting, L. H. McMurray and C. J. Renard, Indianapolis office; E. N. Oyler, Jr., Louisville office; R. V. Stone, Montgomery office; G. W. Hicks, Nashville office; R. J. Colina, Omaha office; J. T. Broun, Jr., Sioux City office; C. B. Heine-mann, service manager, Chicago.

NEW ARMOUR VICE-PRESIDENT.

At the recent annual meeting of Armour and Company, T. G. Lee, in charge of the company's New York territory, was made vice-president of the company, with executive supervision over the beef and small stock divisions and over branch houses, with headquarters at Chicago.

The photograph of Mr. Lee presented herewith is said to be the first made of him in 27 years, and will be of interest to his many friends in the trade.



T. G. LEE.

Mr. Lee joined the Armour organization in 1895 as a stenographer in the beef department. He rose rapidly in this department and was in effect its head when in 1913 he was chosen as district superintendent of the Philadelphia territory. So efficient was his work there, that in 1921 he was given charge of the New York territory, where he remained until he was called to the general offices in Chicago to undertake his duties as vice-president.

PRIZES FOR MEAT STORIES.

Winners in the third national meat story contest, which was conducted among high-school girls of the United States by the National Live Stock and Meat Board, were selected on Friday, May 21, by a committee of judges composed of Dr. Louise Stanley, chief of the bureau of home economics, U. S. Department of Agriculture, chairman; Miss Margaret Fedde, chairman of the department of home economics, University of Nebraska, and Miss Marie Sellers, home bureau editor of Pictorial Review. The judges will meet in Chicago.

Four university scholarships, together with cash prizes totaling \$2,140, were awarded to the girls whose stories on meat were chosen as the best in the United States, according to information coming from the Board's headquarters, at 407 S. Dearborn St. The contest is conducted annually in the interest of meat study in high-school classes of home economics. More than 10,000 girls, representing every state, are said to have competed in the event just closed. Many home economics teachers made competition a class requirement.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 10.....	21,100	3,618	35,000	21,230
Tues., May 11.....	11,155	4,108	19,429	12,659
Wed., May 12.....	10,510	2,008	16,000	14,238
Thur., May 13.....	12,384	4,419	22,029	17,772
Fri., May 14.....	2,286	638	11,522	9,795
Sat., May 15.....	302	839	1,004	1,228

Totals last week.....	57,815	15,178	106,703	76,926
Previous week.....	60,953	17,533	121,680	73,545
Year ago.....	57,570	19,576	140,008	91,109
Two years ago.....	55,305	18,161	144,406	58,563

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 10.....	5,963	287	6,564	3,472
Tues., May 11.....	3,436	109	3,843	3,418
Wed., May 12.....	3,547	108	3,005	777
Thur., May 13.....	2,361	.....	4,920	2,679
Fri., May 14.....	1,495	1	5,068	2,226
Sat., May 15.....	133	1	814	.....

Totals last week.....	16,935	506	24,204	12,572
Previous week.....	16,863	499	32,794	12,697
Year ago.....	17,352	288	36,489	18,327
Two years ago.....	16,670	109	42,400	11,672

Receipts at Chicago Stock Yards thus far this year to May 15, with comparative totals:

	1926.	1925.
Cattle.....	1,106,200	1,078,345
Calves.....	296,047	362,831
Hogs.....	2,881,247	3,006,077
Sheep.....	1,576,038	1,401,067

Combined weekly hog receipts at eleven markets for week ending May 15, with comparisons:

	Week.	Year to date.
Week ending May 15.....	426,000	10,639,000
Previous week.....	487,000	13,298,000
1925.....	515,000	18,043,000
1924.....	628,000	15,072,000
1923.....	699,000	10,998,000
1922.....	542,000	.....

Combined receipts at seven markets for the week ending May 15, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending May 15.....	172,000	371,000	171,000
Previous week.....	206,000	418,000	183,000
1925.....	179,000	445,000	210,000
1924.....	194,000	507,000	149,000
1923.....	178,000	534,000	159,000
1922.....	161,000	433,000	151,000

Combined receipts at seven points for 1926 to May 15, 1926, with comparisons:

	*Cattle.	Hogs.	Sheep.
1926.....	3,635,000	9,148,000	3,933,000
1925.....	3,463,000	11,367,000	3,748,000
1924.....	3,547,000	13,313,000	3,596,000
1923.....	3,559,000	12,533,000	3,886,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Average Number weight received.	lbs.	Prices Top.	Average.
*This week.....	106,700	282	\$14.40	\$13.35
Previous week.....	121,680	249	14.10	12.80
1925.....	140,008	233	13.35	12.45
1924.....	144,406	237	7.85	7.30
1923.....	174,000	240	8.05	7.70
1922.....	138,654	243	11.00	10.70
1921.....	130,219	240	9.00	8.45
Av. 1921-1925.....	145,000	239	\$ 9.80	\$ 9.30

*Receipts and average weights for week ending May 15, 1926, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending May 15.....	\$ 9.35	\$13.35	\$ 7.50	\$14.40
Previous week.....	9.30	12.80	8.50	14.70
1925.....	10.05	12.45	7.50	13.95
1924.....	9.65	7.30	7.50	15.10
1923.....	9.35	7.70	7.80	14.90
1922.....	8.25	10.70	7.50	12.40
1921.....	8.40	8.45	7.00	11.70
Av. 1921-1925.....	\$ 9.15	\$ 9.30	\$ 7.45	\$13.50

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending May 15.....	41,100	82,390	64,990
Previous week.....	44,000	88,886	60,878
1925.....	40,218	104,158	107,689
1924.....	38,095	101,916	46,894
1923.....	38,551	147,935	45,126

*Saturday, May 15, estimated.

Chicago packers hog slaughters for the week ending May 15, 1926:

Armour & Co.....	7,900
Anglo-American.....	2,400
Swift & Co.....	8,900
Hammond & Co.....	8,100
Morris & Co.....	8,200
Wilson & Co.....	8,700
Boyd-Lunham.....	3,000
Western Pkg. Co.....	8,100
Roberts & Oake.....	3,100
Miller & Hart.....	3,400
Independent Pkg. Co.....	4,800
Brennan Pkg. Co.....	6,800
Agar Pkg. Co.....	2,100
Others.....	18,700
Total.....	84,700
Previous week.....	91,000
1925.....	108,700
1924.....	122,100
1923.....	151,100

(For Chicago livestock prices see page 40.)

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
May 20, 1926.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	@27 1/4
10-12 lbs. avg.	@26 3/4
12-14 lbs. avg.	@26 1/4
14-16 lbs. avg.	@26 1/4
16-18 lbs. avg.	@26 1/4
18-20 lbs. avg.	@25 3/4
Skinned Hams—	
14-16 lbs. avg.	@27 1/4
16-18 lbs. avg.	@27 1/4
18-20 lbs. avg.	@26 3/4
20-22 lbs. avg.	@25 3/4
22-24 lbs. avg.	@24 3/4
24-26 lbs. avg.	@23 3/4
26-30 lbs. avg.	@23 1/4
Picnics—	
4-6 lbs. avg.	@18 1/4
6-8 lbs. avg.	@17 1/4
8-10 lbs. avg.	@16 3/4
10-12 lbs. avg.	@16 1/4
12-14 lbs. avg.	@16 1/4
Bellies—(Square cut and seedless)	
6-8 lbs. avg.	@30 1/4
8-10 lbs. avg.	@29 1/4
10-12 lbs. avg.	@25 1/4
12-14 lbs. avg.	@23 1/4
14-16 lbs. avg.	@22 1/4

Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@27 1/4
10-12 lbs. avg.	@27 1/4
12-14 lbs. avg.	@26 3/4
14-16 lbs. avg.	@25 3/4
16-18 lbs. avg.	@25 1/4
18-20 lbs. avg.	@25 1/4
Boiling Hams—(house run)	
16-18 lbs. avg.	@26 1/4
18-20 lbs. avg.	@26 1/4
20-22 lbs. avg.	@26 1/4
Skinned Hams—	
14-16 lbs. avg.	@27 1/4
16-18 lbs. avg.	@27 1/4
18-20 lbs. avg.	@26 3/4
20-22 lbs. avg.	@25 3/4
22-24 lbs. avg.	@24 3/4
24-26 lbs. avg.	@23 3/4
26-30 lbs. avg.	@23 1/4
Picnics—	
4-6 lbs. avg.	@18 1/4
6-8 lbs. avg.	@17 1/4
8-10 lbs. avg.	@16 3/4
10-12 lbs. avg.	@16 1/4
12-14 lbs. avg.	@16 1/4
Bellies—(square cut and seedless)	
6-8 lbs. avg.	@30 1/4
8-10 lbs. avg.	@29 1/4
10-12 lbs. avg.	@25 1/4
12-14 lbs. avg.	@23 1/4
14-16 lbs. avg.	@22 1/4

Dry Salt Meats.

Extra short clears, 35/45	@17 1/4
Extra short ribs, 35/45	@17 1/4
Regular plates, 6-8	@14 1/4
Clear plates, 4-6	@12 1/4
Jowl butts	@12 1/4
Fat Backs—	
8-10 lbs. avg.	@12 1/4
10-12 lbs. avg.	@13 1/4
12-14 lbs. avg.	@13 1/4
14-16 lbs. avg.	@13 1/4
16-18 lbs. avg.	@13 1/4
18-20 lbs. avg.	@14 1/4
20-25 lbs. avg.	@14 1/4
Clear Bellies—	
14-16 lbs. avg.	@19 1/4
16-18 lbs. avg.	@19 1/4
18-20 lbs. avg.	@18 1/4
20-25 lbs. avg.	@18 1/4
25-30 lbs. avg.	@18 1/4
30-35 lbs. avg.	@17 1/4
35-40 lbs. avg.	@17 1/4
40-50 lbs. avg.	@17 1/4

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, MAY 15, 1926.

	Open.	High.	Low.	Close.
LARD—				
May	15.30	15.55	15.47 1/2	15.52 1/2
July	15.70	15.75	15.70	15.75
Sept.	15.70	15.72 1/2	15.70	15.72 1/2
Oct.	15.70	15.72 1/2	15.70	15.72 1/2
CLEAR BELLIES—				
May	18.00	18.00	18.00	18.00
July	18.07 1/2	18.10	18.07 1/2	18.07 1/2
SHORT RIBS—				
May	16.85	16.90	16.85	16.90
July	16.85	16.90	16.85	16.90

MONDAY, MAY 17, 1926.

	Open.	High.	Low.	Close.
LARD—				
May	15.15	15.22 1/2	15.15	15.22 1/2 b
July	15.35-32 1/4	15.45	15.32 1/2	15.45 1/2
Sept.	15.55-32 1/4	15.67 1/2	15.52 1/2	15.67 1/2 ax
Oct.	15.60	15.65	15.60	15.65 b
CLEAR BELLIES—				
May	18.15	18.15	18.15	17.85 n
July	18.00	18.15	18.00	18.10
Sept.	18.25	18.35	18.25	18.35 b
SHORT RIBS—				
May	17.00	17.00	17.00	16.90 n
July	17.00	17.00	17.00	17.00
Sept.	17.00	17.00	17.00	16.90 b

TUESDAY, MAY 18, 1926.

	Open.	High.	Low.	Close.
LARD—				
May	15.27 1/2	15.40	15.27 1/2	15.40
July	15.47 1/2	15.60-62 1/2	15.47 1/2	15.60 b
Sept.	15.70-67 1/2	15.82 1/2	15.67 1/2	15.82 1/2 ax
Oct.	15.70	15.80	15.67 1/2	15.80 b
CLEAR BELLIES—				
May	18.25	18.25	18.12 1/2 n	18.25
July	18.20	18.25	18.12 1/2	18.25
Sept.	18.40	18.45	18.40	18.45 b
SHORT RIBS—				
May	17.20	17.20	17.20	17.10 n
July	17.20	17.20	17.20	17.20
Sept.	17.20	17.20	17.20	17.10 n

WEDNESDAY, MAY 19, 1926.

	Open.	High.	Low.	Close.
LARD—				
May	15.62 1/2-70	15.70	15.62 1/2	15.70
July	15.85-82 1/2	15.95	15.80	15.82 1/2
Sept.	16.05-87 1/2	16.12 1/2	16.00	16.02 1/2
Oct.	16.05	16.10	16.00	16.02 1/2
CLEAR BELLIES—				
May	18.25	18.30	18.25	18.20 n
July	18.25	18.30	18.25	18.30 b
Sept.	18.50	18.50	18.50	18.50
SHORT RIBS—				
May	17.05 n	17.05 n	17.05 n	17.05 n
July	17.05 b	17.05 b	17.05 b	17.05 b
Sept.	17.12 1/2 b	17.12 1/2 b	17.12 1/2 b	17.12 1/2 b

THURSDAY, MAY 20, 1926.

	Open.	High.	Low.	Close.
LARD—				
May	15.70	15.75	15.67 1/2	15.65
July	15.82 1/2	15.90	15.70	15.77 1/2
Aug.	15.92 1/2	15.95	15.90	15.90 ax
Sept.	16.05-87 1/2	16.10	15.82 1/2	15.87 1/2
Oct.	16.02 1/2	16.10	15.92 1/2	15.95
CLEAR BELLIES—				
May	18.25	18.25	18.15 n	18.15 n
July	18.25	18.25	18.25	18.25
Sept.	18.52 1/2	18.52 1/2	18.45	18.45 ax
SHORT RIBS—				
May	17.05 n	17.05 n	17.05 n	17.05 n
July	17.05 b	17.05 b	17.05 b	17.05 b
Sept.	17.12 1/2 b	17.12 1/2 b	17.12 1/2 b	17.12 1/2 b

FRIDAY, MAY 21, 1926.

	Open.	High.	Low.	Close.
LARD—				
May	15.42 1/2-55	15.67 1/2	15.42 1/2	15.67 1/2
July	15.65-62 1/2	15.75	15.55	15.75 b
Aug.	15.85-80	15.97 1/2	15.75	15.85 b
Sept.	15.77 1/2	15.82 1/2	15.72 1/2	15.87 1/2 ax
Oct.	15.77 1/2	15.82 1/2	15.72 1/2	15.82 1/2
CLEAR BELLIES—				
May	18.10 n	18.10 n	18.10 n	18.10 n
July	18.10	18.20	18.10	18.20
Sept.	18.25	18.35	18.25	18.35 b
SHORT RIBS—				
May	17.00 n	17.00 n	17.00 n	17.00 n
July	17.00 b	17.00 b	17.00 b	17.00 b
Sept.	17.07 1/2 b	17.07 1/2 b	17.07 1/2 b	17.07 1/2 b

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, May 20, 1926, with comparisons, were as follows:

	Week ending May 20.	Prev. week.	Cor. week. 1925.
Armour & Co.	3,541	4,502	3,008
Anglo-Amer. Prov. Co.	1,237	2,967	1,796
Swift & Co.	5,850	5,181	3,175
G. H. Hammond Co.	2,545	3,247	2,047
Morris & Co.	2,616	4,735	3,113
Wilson & Co.	4,763	6,403	4,215
Boyd-Lanham Co.	2,680	2,483	5,198
Western Pkg. & Prov. Co.	8,563	8,182	6,900
Roberts & Oake	3,373	4,210	5,340
Miller & Hart	2,645	3,880	4,310
Independent Packing Co.	5,062	2,425	4,651
Brennan Packing Co.	5,450	4,850	5,248
Agar Packing Co.	1,810	1,650	1,607
Total	67,224	54,125	55,608

CHICAGO RETAIL FRESH MEATS.

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	25	22	12
Rib roast, light end	25	28	20
Chuck roast	25	28	14
Steaks, round	45	30	30
Steaks, sirloin, first cut	40	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	26	18
Beef stew, chuck	20	18	12 1/2
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	16

Lamb.

	Good.	Com.
Hindquarters	40	21
Legs	40	28
Stews	16	10
Chops, shoulder	24	10
Chops, rib and loin	60	..

Mutton.

Legs	26	..
Stew	16	..
Shoulders	16	..
Chops, rib and loin	35	..

Pork.

Loin, whole, 8@10 avg.	32	@35
Loin, whole, 10@12 avg.	30	@30
Loin, whole, 12@14 avg.	28	@30
Loin, whole, 14 and over	24	@26
Chops	..	@32
Shoulders	..	@28
Butts	..	@27
Spareribs	..	@25
Hocks	..	@14
Leaf lard, unrendered	..	@14

Veal.

Hindquarters	28	@38
Forequarters	18	@24
Legs	24	@35
Breasts	14	@18
Shoulders	12	@24
Outlets	..	@50
Rib and loin chops	..	@40

Butchers' Offal.

Suet	3	@6
Short fat	3	@3
Bones, per 100 lbs.	..	@50
Calf skins	..	@15
Kips	..	@13
Deacons	..	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1 c. l. Chicago	9%	..
Double refined saltpetre, gran., 1 c. l.	6%	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.	..	..
N. Y. & S. S., carloads	3%	3%
Less than carloads, granulated	4%	4
Crystals	5%	5
Kegs, 100@130 lbs., 1c more	..	..
Boric acid, in carloads, powdered, in bbls.	9	8%
Crystal to powdered, in bbls., in 5-ton lots or more	9%	9%
In bbls. in less than 5-ton lots	9%	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5%	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago	..	\$7.40
Medium, car lots, per ton, f.o.b. Chicago	..	9.10
Rock, car lots, per ton, f. o. b. Chicago	..	8.30
Sugar—		
Raw sugar, 96 basis	..	@4.35
Second sugar, 90 basis	..	@3.95
Syrup, testing 63 and 65 combined sucrose and invert	..	@31
Standard granulated f.o.b. refiners (2%)	..	@5.60
Plantation granulated f.o.b. New Orleans less (2%)	..	None

PURE VINEGARS

A. P. CALLAHAN & COMPANY

407 SOUTH LA SALLE STREET

CHICAGO, ILL.

H. G. S.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending May 22.	Cor. week, 1925.
Prime native steers.....	17 @19	18 @19
Good native steers.....	15 @17	17 @18
Medium steers.....	13 @16	14 @16
Helfers, good.....	13 @18	13 @18
Cows.....	10 1/2 @14 1/2	8 @13
Hind quarters, choice.....	24 @26	24 @26
Fore quarters, choice.....	24 @25	15 @15

Beef Cuts.

Steer Loins, No. 1.....	@30	@32
Steer Loins, No. 2.....	@28	@29
Steer Short Loins, No. 1.....	@39	40 @41
Steer Short Loins, No. 2.....	@34	35 @36
Steer Loin Ends (hips).....	@23	24 @25
Steer Loin Ends, No. 2.....	@22	24 @25
Cow Loins.....	@22	@24
Cow Short Loins.....	@22	@32
Cow Loin Ends (hips).....	@17	18 @20
Steer Ribs, No. 1.....	@20	19 @20
Steer Ribs, No. 2.....	@17	17 @18
Cow Ribs, No. 1.....	@17	13 @16
Cow Ribs, No. 2.....	@13	11 @14
Steer Round, No. 1.....	@16 1/2	@17
Steer Round, No. 2.....	@16	@16 1/2
Steer Chucks, No. 1.....	@12 1/2	@13
Steer Chucks, No. 2.....	@12	@12 1/2
Cow Rounds.....	@15	@11 1/2
Cow Chucks.....	@11 1/2	@11
Steer Plates.....	@11 1/2	@11
Medium Plates.....	@11 1/2	10 1/2 @11
Briskets, No. 1.....	@17	@16
Briskets, No. 2.....	@17	@16
Steer Navel Ends.....	@9 1/2	8 @9 1/2
Cow Navel Ends.....	@9 1/2	7 @7 1/2
Fore Shanks.....	@8	@8 1/2
Hind Shanks.....	@8	@6
Rolls.....	@50	@55
Strip Loins, No. 1, boneless.....	@45	@50
Strip Loins, No. 2.....	@35	@40
Sirloin Butts, No. 1.....	@30	@30
Sirloin Butts, No. 2.....	@25	@26
Sirloin Butts, No. 3.....	@15	@15
Beef Tenderloins, No. 1.....	@75	@75
Beef Tenderloins, No. 2.....	@65	@65
Rump Butts.....	@18	@17
Flank Steaks.....	@14	@17
Shoulder Clods.....	@15	@15
Hanging Tenderloins.....	@10	@10

Beef Products.

Brains (per lb.).....	13 1/2 @14 1/2	8 1/2 @9 1/2
Hearts.....	@12	@7
Tongues.....	20 @30	20 @30
Sweetbreads.....	@32	38 @42
Ox-Tail, per lb.....	0 @10	5 @6
Fresh Tripe, per lb.....	4 @6 1/2	4 @6 1/2
Fresh Tripe, H. C.....	6 @6 1/2	6 @6 1/2
Livers.....	10 1/2 @14	10 1/2 @12 1/2
Kidneys, per lb.....	10 @10 1/2	@8

Veal.

Choice Carcasses.....	10 @21	17 @18
Good Carcasses.....	16 @18	12 @16
Good Saddles.....	18 @28	16 @27
Good Backs.....	12 @15	6 @12
Medium Backs.....	@10	@6

Veal Products.

Brains, each.....	14 1/2 @15 1/2	10 @11
Sweetbreads.....	45 @60	55 @60
Calf Livers.....	@38	34 @35

Lamb.

Choice Lamb.....	@30	@27
Medium Lamb.....	@28	@25
Choice Saddles.....	@35	@28
Medium Saddle.....	@32	@28
Choice Fores.....	@25	@20
Medium Fores.....	@23	@18
Lamb Fries, per lb.....	@32	@32
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

Mutton.

Heavy Sheep.....	@15	@13
Light Sheep.....	@20	@16
Heavy Saddles.....	@18	@16
Light Saddles.....	@25	@18
Heavy Fores.....	@12	@10
Light Fores.....	@15	@15
Mutton Legs.....	@25	@22
Mutton Loins.....	@25	@15
Mutton Stew.....	@12	@9
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	@25	@18
Pork Loins, 8 @10 lbs. avg.....	30 @31	@26
Hams.....	@30	@22
Belies.....	@29	@26
Culms.....	@18 1/2	@15
Skinned Shoulders.....	18 1/2 @19 1/2	@16
Tenderloins.....	@60	@56
Spare Ribs.....	15 @16	@14
Leaf Lard.....	15 @16 1/2	@14 1/2
Back Fat.....	15 @16	@15
Butts.....	@24	@21
Hocks.....	@15	@12
Tails.....	@16	@12
Neck Bones.....	5 @8	@9
Tail Bones.....	@12	@9
Slip Bones.....	@9	@9
Blade Bones.....	@15	@13 1/2
Pigs Feet.....	6 @7	@5 1/2
Kidneys, per lb.....	10 @11	@9
Livers.....	5 1/2 @18	@6
Brains.....	17 1/2 @18	@8
Ears.....	@8	@8
Snouts.....	@9	@8 1/2
Heads.....	@10	@10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@29
Country style sausage, fresh in link.....	@21
Country style sausage, smoked.....	@25
Mixed sausage, fresh.....	@18
Frankfurts in pork casings.....	@22
Frankfurts in sheep casings.....	@22
Bologna in beef bungs, choice.....	@19
Bologna in beef middles, choice.....	@19
Bologna in cloth, paraffined, choice.....	@17
Liver sausage in hog bungs.....	@23
Liver sausage in beef rounds.....	@14
Head cheese.....	@26
New England luncheon specialty.....	@19
Liberty luncheon specialty.....	@22
Mince luncheon specialty.....	@22
Tongue sausage.....	@17
Blood sausage.....	@25
Polish sausage.....	@19
Souse.....	@18

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@33
Cervelat, new condition, in hog bungs.....	@23
Thuringer Cervelat.....	@26
Farmer.....	@32
Holsteiner.....	@30
B. C. Salami, choice.....	@49
Milano Salami, choice, in hog bungs.....	@26
B. C. Salami, new condition.....	@20
Frisses, choice, in hog middles.....	@44
Genoa style Salami.....	@56
Pepperoni.....	@42
Mortadella, new condition.....	@26
Capicola.....	@55
Italian style hams.....	@45
Virginia style hams.....	@47

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	13 @13 1/2
Special lean pork trimmings.....	20 @20 1/2
Extra lean pork trimmings.....	22 @22 1/2
Neck bone trimmings.....	14 @14 1/2
Pork cheek meat.....	13 1/4 @14
Pork hearts.....	8 1/2 @9
Fancy boneless bull meat (heavy).....	13 @13 1/2
Boneless chucks.....	@12 1/2
Shank meat.....	@12 1/2
No. 1 beef trimmings.....	9 1/2 @10
Beef hearts.....	9 1/2 @10
Beef cheeks, trimmed.....	@10 1/2
Dr. canner cows, 300 lbs. and up.....	@9
Dr. cutters, 400 lbs. and up.....	9 1/2 @9 1/2
Dr. bologna bulls, 500-700 lbs.....	10 1/2 @10 1/2
Beef tripe.....	4 1/2 @5
Cured pork tongues (can. trim.).....	17 @17 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	@29
Beef rounds, domestic, 140 sets per tierce, per set.....	@32
Beef rounds, export, 225 sets per tierce, per set.....	@31
Beef middles, 110 sets per tierce, per set.....	@1.50
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	@22
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	@15
Beef wands, No. 1, per piece.....	@12
Beef wands, No. 2, per piece.....	@6
Beef bladders, small, per dozen.....	@1.45
Beef bladders, medium, per dozen.....	@1.85
Beef bladders, large, per doz.....	@2.00
Hog casings, medium, per bbl. 100 yds.....	@2.00
Hog casings, narrow, per lb. f. o. b.....	@3.00
Hog middles, without cap, per set.....	@17
Hog middles, with cap, per set.....	@20
Hog bungs, export.....	@34
Hog bungs, large prime.....	@26
Hog bungs, medium.....	@30
Hog bungs, small prime.....	@10
Hog bungs, narrow.....	@6
Hog stomachs, per piece.....	@8

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	15.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	35.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	\$37.50
Family back pork, 20 to 34 pieces.....	39.00
Family back pork, 35 to 45 pieces.....	40.00
Clear back pork, 40 to 50 pieces.....	30.00
Clear plate pork, 25 to 35 pieces.....	27.00
Clear plate pork, 35 to 45 pieces.....	26.00
Brisket pork.....	32.00
Bean pork.....	28.00
Plate beef.....	25.50
Extra plate beef, 200 lb. bbls.....	27.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/2
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak ham tierces.....	@1.15
Red oak lard tierces.....	2.27 1/2 @2.30
White oak lard tierces.....	2.47 1/2 @2.52 1/2

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@24
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@19 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago. (30 and 60 lb. solid packed tubs, 1c per lb. loss.).....	@21

Pantry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@16
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DRY SALT MEATS.

Extra short clears.....	@17 1/2
Extra short ribs.....	@17 1/2
Short clear middles, 60-lb. avg.....	@17 1/2
Clear bellies, 14 @16 lbs.....	@19 1/2
Clear bellies, 18 @20 lbs.....	@18 1/2
Clear bellies, 25 @30 lbs.....	@18 1/2
Rib bellies, 25 @30 lbs.....	@18 1/2
Standard bacon, 12 @14 lbs.....	@19 1/2
Fat backs, 10 @12 lbs.....	@13 1/2
Fat backs, 12 @14 lbs.....	@13 1/2
Fat backs, 14 @16 lbs.....	@13 1/2
Regular plates.....	@14 1/2
Butts.....	@12 1/2

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14 @16 lbs.....	@32 1/2
Skinned hams, fancy 16 @18 lbs.....	@34 1/2
Standard regular hams, 12 @16 lbs.....	30 @31
Picnics, 6 @8 lbs.....	@22
Standard bacon, 4 @8 lbs.....	@37
Standard bacon, 10 @12 lbs.....	@33
Standard bacon, 12 @14 lbs.....	@29 1/2
Standard bacon strips, 6 @7 lbs.....	@29 1/2
Cooked hams, choice, skin on, surplus fat off.....	@45
Cooked hams, choice, skinned, surplus fat off.....	@46
Cooked hams, choice, skinless, surplus fat off.....	@47
Cooked picnics, skin on; surplus fat off.....	@29
Cooked picnics, skinned; surplus fat off.....	@30
Cooked loin roll, smoked.....	@52

ANIMAL OILS.

Prime lard oil.....	17 1/2 @17 1/2
Extra winter strained.....	14 1/2 @14 1/2
Extra lard oil.....	12 1/2 @12 1/2
Extra No. 1 lard.....	11 1/2 @11 1/2
No. 1 lard oil.....	11 @11 1/2
No. 2 lard oil.....	10 1/2 @11 1/2
Pure neatfoot oil.....	11 1/2 @11 1/2
Extra neatfoot oil.....	11 1/2 @11 1/2
No. 1 neatfoot oil.....	11 @11 1/2
Acidless tallow oil.....	11 @11 1/2

LARD (Unrefined).

Prime, steam, cash tierces.....	@15.70
Prime, steam, loose.....	@14.82
Leaf lard.....	@14.50
Neutral lard.....	@17.00

LARD (Refined).

Pure lard, kettle rendered, per lb., loose.....	@15.75
Pure lard, tierces.....	@16.25
Compound.....	@15.75

OLEO OIL AND STEARINE.

Oleo oil, extra.....	@13
Oleo stock.....	@13
Prime No. 1 oleo oil.....	12 @12 1/2
Prime No. 2 oleo oil.....	11 1/2 @11 1/2
No. 3 oleo oil.....	11 @11 1/2
Prime oleo stearine, edible; nominally.....	@15

TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	8 1/2 @9 1/2
Prime tallow, tallow.....	8 1/2 @9 1/2
No. 1 tallow, basis 10% f.f.a., 42 titre.....	2 90 @3 15
No. 2 tallow, basis 40% f.f.a., 40 titre.....	7 1/2 @7 1/2
Choice white grease, max. 4% acid, loose, Chicago.....	8 1/2 @10
B-White grease, max. 5% acid.....	8 1/2 @8 1/2
Yellow grease, 12-15 f.f.a.....	7 1/2 @8
Brown grease, 40 f.f.a.....	7 @7 1/2

VEGETABLE OILS.

Crude cotton seed oil—in tanks f.o.b. Valley points.....	@12 1/2
White, deodorized, in bbls., c.a.f. Chicago.....	15 @15 1/2
Yellow, deodorized, in bbls.....	15 @15 1/2
Corn oil in tanks, f.o.b. mills.....	@12 1/2
Soya bean oil, seller's tanks, f.o.b. coast.....	10 1/2 @10 1/2
Cocconut oil, seller's tank, f.o.b. coast.....	8 1/2 @9 1/2
Refined in bbls., c.a.f. Chicago, nom.....	13 1/2 @13 1/2

FERTILIZERS.

Blood, unground and ground.....	\$ 3.40 @ 3.75
Hoofmeal.....	3.25 @ 3.50
Ground tankage, 10 to 12%.....	2.90 @ 3.15
Ground tankage, 9 to 9 1/2%.....	2.60 @ 2.80
Crushed and unground tankage.....	2.50 @ 2.75
Ground raw bone per ton.....	29.00 @ 32.00
Ground steam bone per ton.....	27.50 @ 28.50
Unground steam bone per ton.....	24.00 @ 26.00
Unground bone tankage per ton.....	16.00 @ 17.00

HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average, per ton.....	\$185.00 @ 200.00
No. 2 horns, 40 lb. average, per ton.....	135.00 @ 135.00
No. 3 horns.....	75.00 @ 100.00
Hooft, black and striped.....	35.00 @ 40.00
Hooft, white.....	70.00 @ 75.00
Round shin bones, heavy and med.....	90.00 @ 100.00
Round shin bones, lights and med.....	55.00 @ 60.00
Heavy flats.....	55.00 @ 55.00
Light flats.....	45.00 @ 45.00
Thigh bones, heavy.....	85.00 @ 100.00
Thigh bones, lights and med.....	55.00 @ 60.00
Buttock bones.....	50.00 @ 50.00

Note—These quotations apply to No. 1 product, which must be ascertained, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and cartoned lots. Quotations on unselected stock will be sent in "Packer's House" or "Products Markets" reports on another page.

Retail Section

Straight Talks With Meat Retailers

VIII — Why Are There So Many Failures?

Why are there so many failures in the retail meat industry?

That is a question that has been worrying responsible meat dealers for a long time. They realize that every failure hurts everyone else in the business, and are anxious to find some way to cut down this loss.

In the first place, the field is overcrowded, says W. C. Davis, marketing specialist of the U. S. Bureau of Agricultural Economics. And it is too easy for the inexperienced man to get started. The retailer who wants to make a success of his business must know it thoroughly, he declares.

Read this article. See how your own store "stacks up" on the things Mr. Davis says are essential.

This is the eighth article by Mr. Davis in this series of "Straight Talks." The first appeared in the issue of Jan. 2, 1926; the second on Feb. 6; the third on Feb. 20; the fourth on March 27; the fifth on April 10; the sixth on April 24, and the seventh on May 6.

Why Many Retail Markets Change Hands

By W. C. Davis

The question, "Why do so many retail meat markets change hands?" has been asked me scores of times.

The problem is general in its scope and applies to a greater or less extent to every sizeable town and city in the country. From Maine to California conditions in this respect are the same.

Some retire after having earned a competency through years of close application to business, to spend their remaining span of life in less arduous duties, or possibly in comparative ease, if fortune has so decreed.

All Retirements Not Failures.

Those who belong to this class have not been failures. Generally, they have earned the right to retire. Then, too, they usually turn their business over to tried and faithful employees under favorable conditions, as a nucleus on which to build an additional competency during coming decades.

Changes under such conditions are not failures. It is not with these that this article deals.

We are concerned now with the proportion of retail dealers from year to year who, because of any one of a number of reasons, have failed to succeed and have therefore, through force of circumstances, been compelled to seek some other means of livelihood.

These we consider as failures. So far they have all been a burden on the industry. What are some of the causes and what corrective measures can be applied?

Too Many Meat Retailers.

To begin with, the field is overcrowded. The quota of customers to each market in most cities is fully 25 per cent below that required for safety. Those who are equipped mentally, physically and mechanically succeed in some fashion, while those who lack these essentials finally drop out.

Most of them fail because they do not know the business of retailing meat. Many engage in the business solely because profits look large and at the outset fail to grasp the importance of "knowing how."

In most such cases they pay dearly for experiences of this nature, and the industry in general bears its proportionate share of the cost. Despite opinions to the contrary, there are few businesses more exacting and more intricate than the retail meat business.

To operate successfully requires a thorough knowledge of the trade and special ability.

Must Know Business to Succeed.

Under present competitive conditions there is no place for a novice in the retail meat field. Why, then, are so many untrained men permitted to engage in the business?

Competition between wholesalers, lenient credits and willingness to take a chance induce many wholly unqualified persons to accept the challenge. Economically it is unsound, and it is contrary to business principles.

Just as modern retailers need experienced employees behind their counters, so does the retail meat industry need to be manned by experienced operators. How to discourage incompetent operators from entering the ranks is a responsibility that lies largely with both wholesalers and experienced retailers.

Accurate Records a Necessity.

Knowledge of the business is essential to success. There is no middle ground. Some fail because of lack of adequate day-by-day records of their operations. In many such cases overhead expenses run away with the profits.

During the recent survey of the retail meat trade a study was made in a store whose owner had been in business 32 years. During this time he apparently had made a living, but aside from this showed little or no progress.

After being in business for 30 years, he commenced to keep records for the first time, and found that he was losing money. How long this condition had existed he had no means of knowing.

He was one of the class who considered records nonessential. Conditions during

the early part of his career were quite different from those of today, and "guessing" was apparently safer then than now.

Because of changed conditions and increased competition his ability to "guess" had become more uncertain. Furthermore, certain variable factors which are now a part of every retail store operation, didn't bother him to the same extent in the old days.

This man knew the retail meat business but didn't appreciate the value of a constant knowledge of his operations, until he felt the pinch produced by a shortened income.

No market, however well equipped otherwise, can hope to succeed without a constant knowledge of its cost to operate. Don't minimize your need for adequate records. Many failures are attributed directly to laxness in this regard.

Dishonest Retailers Sure to Fail.

Some operate and make money for a time by misrepresenting the products they pass across their counters. In other words, they fool the public until the public "gets wise" to their methods.

They may shift the scenes of their operations and possibly change the name under which they formerly operated, but in time they pass out, probably through bankruptcy. These are failures of the worst sort and should have no place in any marketing scheme.

How to reduce the number of failures and promote stability and permanency of operation in retail meat markets are problems which concern the entire industry.

Concerted effort for a higher standard of business ethics in retail shops has already begun. It is badly needed. What are you doing to help the cause along?

(Another talk with retailers by Mr. Davis will appear in a nearly issue. Watch for it.)

ILLINOIS RETAILERS TO MEET.

The annual convention of the Retail Meat Dealers of the State of Illinois will be held at Champaign, Ill., on June 6 and 7, 1926. Headquarters will be established at the Hotel Inman.

A splendid program has been arranged, and a number of outstanding figures in the industry will speak, including John T. Russell, state president; Joseph F. Seng, past national president; Wm. M. McGonigle, national president; R. C. Pollock, managing director, National Live Stock and Meat Board; W. C. Davis, market specialist, U. S. Bureau of Agricultural Economics; John C. Cutting, secretary, National Association of Meat Councils, and many others.

At the banquet to be held Sunday night, June 6, Prof. Sleeter Bull, of the University of Illinois, will tell what the University is doing in the scientific study of livestock and meats. A meat cutting demonstration will be held on Monday morning, conducted by Miss Erna J. Bertrams, director food economics, Armour and Company.

A special train has been arranged on the Illinois Central Railroad, leaving Chicago at 8:30 a. m. Sunday, June 6, and all retailers who plan to attend are urged to take this train.

TRADE MARK

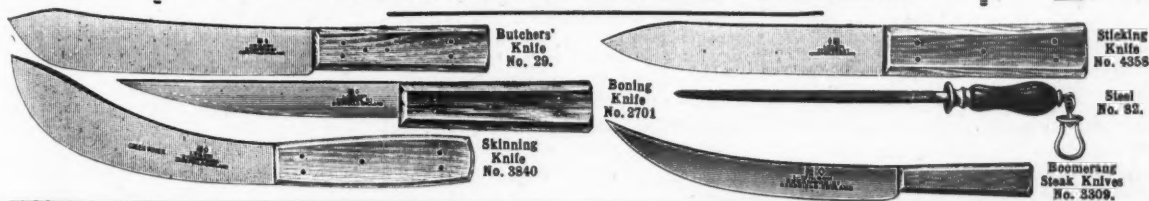


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Tell This to Your Trade!

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

PICKLED MEATS ADD VARIETY.

By Gudrun Carlson, Director, Department of Home Economics, Institute of American Meat Packers.

Pickled meats give variety as well as spice to our choice of meats. Their flavor is different enough from that of fresh meats to make them a distinct change. There are several cuts from which to select and a variety of ways for preparing each. Our best known cuts include corned beef, pickled tongue, pigs' feet or hocks, and pickled tripe.

Corned beef is already dear to the taste and easily wins first place in popularity. For ways of cooking, boiled corned beef and cabbage and corned beef hash easily stand at the top of the list, but there are other dishes to keep in mind, such as scalloped, creamed on toast, or boiled with dumplings.

Pickled tongue is a true delicacy among meats. Beef, veal, pork, and lamb tongues are all used in this way. Either hot or cold, there are attractive ways of serving any one of them. Boiled tongue with a good sauce, such as raisin or Spanish sauce, braised tongue with vegetables, curried baked tongue, molded tongue in jelly, pressed tongue, sliced or chopped in sandwiches or salads, mousse and reheated en casserole with mushrooms and other seasonings are all delightful variations.

Pickled pigs' feet will always have many staunch supporters among those whose palate has once sensed the unusual and delicate taste. They are prepared by boiling first and served plain, fried or broiled with a tomato, a tartar or other piquant sauce. They may also be boned after boiling and stuffed with a delicate forcemeat, then breaded and fried or baked. The meat from boiled pigs' feet, when cold, can be removed, chopped, seasoned and pressed to be sliced cold.

To many people pickled tripe is an unknown meat and deserves more recognition. It should be well washed and cooked in slightly acidulated water (about 1 teaspoon vinegar to a quart of water) until tender, and then prepared as desired. Particularly good are such recipes as breaded and fried tripe, curried, stewed or fricasseed, en casserole, scalloped and rolled with oysters and baked.

LOCAL AND PERSONAL.

The Model Meat Market in Kirksville, Mo., owned by Dallas and Paul Miller, has been sold to Frank and Burl Neal.

A new meat market has been opened in Nanaimo, B. C., by A. C. Woodcock.

A new meat market, known as the Sanitary Market, has been opened in Enterprise, Ore., by J. P. Gillespie.

J. H. Latta has opened a new meat market in Canon City, Colo.

A new meat market has been opened in Tigard, Ore., by E. Middlemiss.

C. J. Mangum has sold his meat market in Fowlerton, Tex., to James and Russell Kuykendall.

The meat market of Peter Miller in Morrilton, Ark., was recently destroyed by fire.

A new meat market has been opened in Jeffersonville, Pa., by David A. Hanna.

John J. Gehring has sold his meat market at 616 Hampshire street, Quincy, Ill., to T. J. Messick.

Harry Schell has sold his meat market in Milton, Pa., to E. J. Rummage.

A new meat market has been opened in Dover, Ohio, by Groh Brothers.

C. E. Wallace has sold his meat market in Filley, Neb., to W. H. Churchill.

The Gaul & Mundorf Meat Market in Sharon, Pa., has been sold to Thomas E. Fornoff.

George Boyd has sold his Farm Market in Greenville, Pa., to J. A. Lewis.

The meat market of Ernest Carter in Madill, Okla., was recently destroyed by fire.

Clyde Milroy has purchased the meat business of H. L. Ball, Thedford, Neb.

Bruegeman & Reed have purchased the meat business of Henry Grosse Rhode, Osmond, Neb., and will combine the two stocks at the Grosse Rhode location.

J. J. Schudel has purchased the business of the Sidney Meat & Provision Co., Sidney, Neb.

G. W. Edson has purchased the Pendleton meat business in Wayside, Kas.

A. M. Tripp has sold his meat business in Eugene, Ore., to T. A. Campbell and F. H. Stickley.

F. G. Wolf is reported to have purchased the meat market of W. A. Jensen, Kelso, Wash.

H. O. Bingham has sold his meat business at 216 Marion St., Seattle, Wash., to W. Goodkind.

Alvin Monson has taken over the meat department of the Bremerton Grand Central Market, Bremerton, Wash.

Harry Mickle has purchased an interest in the meat market of S. Lowrey, Grandview, Wash.

C. E. Courtright has purchased the meat business of Townsend Bros., at 7025 California St., Seattle, Wash.

Paul Clements has opened a meat market at 1025 Lawrence Ave., Port Townsend, Wash.

Otis Rife has purchased the Gem Meat Market in Shoshone, Ida.

R. R. Lollier has purchased the meat and grocery business at 2203 E. Main, Ventura, Cal., from A. W. Habecker.

Charles W. Smith has purchased the meat and grocery business of W. J. Chapman in St. John, Kas.

N. Frere & Son have added a line of fresh meats to their store in Alma, Kas.

The Brooks Grocery & Market has been opened at 313 East Grand Ave., Ponca City, Okla.

Lewis Olson and W. W. Clark have engaged in the meat and grocery business at 21st and State Sts., Boise, Ida., as West Side Grocery.

H. J. Roth has opened a meat department in the Stanford Market, 2033 Fillmore, San Francisco, Calif.

B. F. Storm has purchased the Medford Center Meat Market, Medford, Ore.

H. Nolar has opened a meat market in connection with the Piggly-Wiggly store in Kalispell, Mont.

H. Anderson and Paul Quale have engaged in the meat business in Laurel, Mont.

Will Nix has suffered a fire loss of \$1,500 in his meat market in Siletz, Ore.

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New York Section

Among the Master Butchers

Standing room was at a premium at the meeting of Ye Olde New York branch on Tuesday evening, May 18th, at which installation of the newly-elected officers was held. This annual election always draws a good crowd, but it is hard to recall any meeting in the past where the attendance was better.

Ye Olde New York Branch Installs.

Officers installed by State President Fred Hirsch were as follows: President, Geo. Kramer; first vice president, Herman Kirschbaum; second vice president, Moe Loeb; recording secretary, Louis Goldschmidt; treasurer, H. T. Vetter; financial secretary, Nathan Rosenau; warden, Oscar Schaefer. Trustees: Jacob Schmidt, Benj. Metzger, Louis Miller, Martin J. Then, George Anselm.

A number of interesting communications were read; one from Congressman Emanuel Celler enclosing a copy of the Capper-Kelly bill to clarify the law, to promote equality thereunder, to encourage competition in production and quality, to prevent injury to good will, and to protect trade-mark owners, distributors, and the public against injurious and uneconomic practices in the distribution of articles of standard quality under a distinguishing trade-mark, name or brand. This bill was called to the attention of the association at the last meeting at which time it was felt that this bill might have some bearing on retail meat dealers. The bill is to be studied further and members advised accordingly.

A communication proposing an effective credit service for the members of the branch which would protect the members against extending credit to bad debtors with a service of credit reports, etc., was read and outlined. This matter was held over for further consideration.

A very gratifying report was made by Louis Goldstein, general manager of the Butchers Mutual Casualty Co. Mr. Goldstein reported that for the period from Jan. 1 to March 31, 1926, the company had shown a splendid net earning. The company is also writing liability for the retail meat dealers, which has been growing steadily since this department was included in the company's business. Reporting on the plate glass and fire funds, Mr. Goldstein also announced that the plate glass fund for the period from Sept. 8, 1925, to May 10, 1926, had shown a net earning of 60 per cent on total income from assessments, and that the fire fund had shown a net earning of 79 per cent for the corresponding period on total income from assessments. Considering the remaining short period of the company's fiscal year, it was felt that the outlook for liberal refunds in September was promising.

State President Fred Hirsch congratulated the officers of the branch upon their election to office and the splendid attendance of the evening. His remarks were short, but to the point and interesting.

An interesting report was made by the complaint committee, which reported on the Sunday closing activities during the last two weeks. The committee reported having had one offender, who had defied the organization and authorities to close him, fined \$20, and warned with a jail sentence for a second offense. The committee is to still keep up its work in this particular section, closing up the other violators who persist in remaining open on Sunday.

Installation of officers was then held, followed by speeches by Albert Rosen of the Brooklyn Branch; Wm. Helling, pres-

ident of the Brooklyn Branch, and Aaron Roth of Jersey City, N. J.

Several new members were proposed and elected to membership, after which the meeting was adjourned and members proceeded to a nearby restaurant, where a buffet lunch in honor of the newly-elected secretary, Louis Goldschmidt, was held.

Mrs. Charles Hembdt Honored.

Appreciation of the untiring efforts and whole-hearted work of Mrs. Charles Hembdt as corresponding secretary of the Ladies' Auxiliary for more than three years—in fact, since the Auxiliary was organized—was shown on Wednesday afternoon of last week. The usual corresponding secretary of any organization has work aplenty, but Mrs. Hembdt is of the unusual type, and gave much of her time and energy to the welfare of the Auxiliary. In appreciation the Auxiliary presented Mrs. Hembdt with a beautiful gift as a token of their love and respect for her. It consisted of a large serving tray with creamer and sugar and demitasse cups to match her electric percolator. The president, Mrs. William Ziegler, made the presentation speech. Mrs. Hembdt was so affected that it was some time before she could speak and then she made a few remarks, thanking the members.

The presentation was made during the course of the regular business meeting, at which time other matters of interest were discussed, among them being the State Convention at Syracuse on June 14-16; a theatre party and a summer outing. During the talk on the latter, stress was laid on the fact that the success of the bus ride of last summer was due in a very large measure to the hard work of State President Fred Hirsch.

South Brooklyn Delegates.

At the meeting of the South Brooklyn Branch, New York State Association of Retail Meat Dealers, held on Tuesday of this week, the principal order of business was the election of delegates and alternates to the State Convention at Syracuse. They are: president Joseph Rossman, B. Van Gelder and D. Van Gelder, delegates;

H. Schwanewede, Joseph Tamber and Fred Grim, alternates.

Brooklyn Branch Delegates.

The Brooklyn Branch, New York State Association of Retail Meat Dealers, elected delegates to the State Convention on Thursday evening of last week. They are: Frank P. Burck, William Helling, Harry Hertzog, John Hildemann, Joseph Lehner and Al. Rosen.

NEW YORK NEWS NOTES.

James D. Cooney, legal department, Wilson & Company, Chicago, was in New York during the week.

S. T. Nash, president of the Cleveland Provision Co., Cleveland, Ohio, was a visitor to the city this week.

George A. Hormel, president of George A. Hormel & Company, Austin, Minn., was a visitor to New York the latter part of last week.

Herman Kirschbaum, first vice-president of Ye Olde New York Branch, New York State Association of Retail Meat Dealers, celebrated a birthday on May 16th.

M. T. McClelland, general sales manager of John Morrell & Company, Ottumwa, Iowa, spent last Friday in New York, before sailing on the Majestic on Saturday for a trip abroad, accompanied by Mrs. McClelland.

Mrs. C. D. Campbell, wife of the general manager of the North Sixth Street, Brooklyn, branch of Wilson & Co., died suddenly on May 17th, following an operation. The burial took place at Danbury, Conn. Mrs. Campbell is survived by her husband and one son.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending May 8, 1926: Meat.—Manhattan, 72 lbs.; Brooklyn, 59 lbs.; Bronx, 12 lbs.; total, 143 lbs.

The mother of the famous seven Schenk Brothers of the Columbus Packing Company, Columbus, Ohio, sailed for Europe on Wednesday of this week. She was accompanied by the fourteen-year-old daughter of Mr. and Mrs. William Schenk. The latter were in New York to wish mother and daughter bon voyage.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending May 15, 1926: Meat.—Manhattan, 7,336 lbs.; Brooklyn, 4 lbs.; Bronx, 40 lbs.; Total, 7,380 lbs. Fish.—Manhattan, 18,803 lbs.; Brooklyn, 29 lbs.; Total, 18,832 lbs. Poultry and Game.—Manhattan, 43 lbs.; Bronx, 5 lbs.; Total, 48 lbs.

William J. Carr, a director of the National Butchers' & Packers' Supply Association, passed away on Tuesday of last week. The end came suddenly when Mr. Carr was about to leave the hospital, where he had undergone an operation. Mr. Carr was born in May, 1872, in Portland, Maine, and it was here he received his education. He was a member of the firm of Chadwick & Carr of Boston, and is survived by his mother, two brothers and a sister.



GEORGE KRAMER
President Ye Olde New York Branch.

Buyers of Straight or Mixed
Cuts of Beef, Lamb,
Fresh Pork, Provisions, Poultry

H. C. BONACK
Inc.
BROOKLYN, N. Y.

Handling only the highest quality meat

Operators of
360
Food Markets

To insure a mild, uniform cure

A MAJORITY of packers of high-grade meat products, our sales records indicate, use Diamond Crystal, "The salt that's all salt," exclusively.

The dry, loose flakes of Diamond Crystal will not harden in the barrel. When used in meats they dissolve rapidly, penetrate thoroughly and evenly, and insure a mild, uniform cure.

We should like to prove these facts—to prove that it will pay you to use Diamond Crystal Salt—by a practical demonstration at your plant.

Diamond Crystal Salt Co.
St. Clair, Michigan

Since 1887, makers of

"The Salt that's all Salt."

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Salt**

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BELL'S
Patent Parchment Lined
**SAUSAGE
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and
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THE WM. G. BELL CO.
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Importers of all kinds of
Packing House Products

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H. Leube, Sr. H. Leube, Jr.
Sole Proprietors
Correspondence Solicited
Own Big Warehouses on the
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Coats and Aprons of the Better Kind *Service as it Should Be*

Master Butchers' Laundry Association, Inc.

An Organization of Butchers, by Butchers, for Butchers

617-619-621 E. 18th Street
NEW YORK, N. Y.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$9.30@ 9.75
Cows, canners and cutters	3.25@ 4.40
Bulls, bologna	6.00@ 6.90

LIVE CALVES.

Calves, top	@14.00
Calves, culls, per 100 lbs.	7.00@ 9.00

LIVE SHEEP AND LAMBS.

Spring lambs	@18.00
Clipped lambs	11.00@14.00

LIVE HOGS.

Hogs, heavy	13.50@13.75
Hogs, medium	13.85@14.00
Hogs, 160 lbs.	14.35@14.50
Hogs, 140 lbs.	14.75@14.85
Pigs, under 80 pounds	15.25@15.50
Roughs	@11.50
Good Rough	@12.50

DRESSED HOGS.

Hogs, heavy	@21%
Hogs, 160 lbs.	@21%
Hogs, 160 lbs.	@22%
Pigs, 80 lbs.	@22%
Pigs, under 140 lbs.	@22%

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	17 @18
Choice, native, light	17 @18
Native, common to fair	16 @16½

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	16 @17
Native choice yearlings, 400@600 lbs.	16½ @18
Western steers, 600@800 lbs.	15 @16
Texas steers, 400@600 lbs.	12½ @14½
Good to choice heifers	15½ @16½
Good to choice cows	14 @15
Common to fair cows	11 @13
Fresh bologna bulls	11 @12

BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @23	23 @25
No. 2 ribs	18 @20	20 @22
No. 3 ribs	@16	18 @19
No. 1 loins	@26	30 @32
No. 2 loins	@22	26 @28
No. 3 loins	@18	24 @25
No. 1 hinds and ribs	21 @23	20 @24
No. 2 hinds and ribs	19 @20	19 @20
No. 3 hinds and ribs	16 @18	18 @18½
No. 1 rounds	@17	18 @19
No. 2 rounds	@15	17 @18
No. 3 rounds	@12	16 @17
No. 1 chuck	12 @13	13 @14
No. 2 chuck	11 @12	12 @13
No. 3 chuck	9 @10	10 @11
Bolognas	@ 6	13½ @14
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@5 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

DRESSED CALVES.

Prime	22 @24
Choice	20 @22
Good	16 @19
Medium	14 @15

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	33 @35
Good lambs	28 @30
Lambs, poor grade	20 @22
Sheep, choice	18 @20
Sheep, medium to good	14 @16
Sheep, culls	12 @13

SMOKED MEATS.

Hams, 8@10 lbs. avg.	31 @32
Hams, 10@12 lbs. avg.	30 @31
Hams, 12@14 lbs. avg.	29 @30
Picnics, 4@6 lbs. avg.	21½ @22½
Picnics, 6@8 lbs. avg.	19½ @20½
Rolettes, 6@8 lbs. avg.	21 @22
Beef, tongue, light	27 @28
Beef tongue, heavy	29 @30
Bacon, boneless, Western	31 @32
Bacon, boneless, city	28 @29
Pickled bellies, 10@12 lbs. avg.	23 @25

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	29 @30
Pork tenderloins, fresh	45 @50
Pork tenderloins, frozen	30 @35
Shoulders, city, 10@12 lbs. avg.	20 @21
Shoulders, Western, 10@12 lbs. avg.	20 @21
Butts, boneless, Western	28 @29
Butts, regular, Western	23 @24
Hams, city, fresh, 6@10 lbs. avg.	29 @30
Hams, Western, fresh, 10@12 lbs. avg.	29 @30
Picnic hams, Western, fresh, 6@8 lbs. avg.	18 @19
Pork trimmings, extra lean	23 @24
Pork trimmings, regular 50% lean	12 @13
Spare ribs, fresh	16 @17
Leaf lard, raw	15 @16

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	
per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hooft, per ton	45.00@ 50.00
Striped hooft, per ton	45.00@ 50.00
White hooft, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.	@30c	a pound
Fresh steer tongues, 1 c. trim'd	@40c	a pound
Sweetbreads, beef	@75c	a pound
Sweetbreads, veal	1.00	a pair
Beef kidneys	@16c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@22c	a pound
Oxtails	@14c	a pound
Hearts, beef	@10c	a pound
Beef hanging tenders	@20c	a pound
Lamb fries	@10c	a pair

BUTCHERS' FAT.

Shop fat	@ 2½
Breast fat	@ 4½
Edible suet	@ 5½
Cond. suet	@ 5
Bones	@20

SPICES.

	Whole.	Ground.
Pepper, white	36	30
Pepper, black	26½	20½
Pepper, Cayenne	12	19
Pepper, red		21
Allspice	16½	18½
Cinnamon	12½	16½
Coriander	6	9
Cloves	27	32
Ginger		20
Mace	1.15	1.25
Nutmeg		54

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals	1.18	2.00	2.05	2.25	3.00
Prime No. 2 Veals	1.18	1.80	1.80	2.00	2.75
Buttermilk No. 1	1.15	1.65	1.70	1.80	...
Buttermilk No. 2	1.13	1.45	1.45	1.65	...
Branded grubby	1.10	1.05	1.05	1.25	1.55
Number 3					At Value

CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated	6½c	6½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined large crystal saltpetre	8½c	8½c
Double refined nitrate soda, granulated	4½c	4c
In 25 barrel lots		
Double refined saltpetre, granulated	6½c	6½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined saltpetre, large crystal	8½c	8c
Double refined nitrate soda, granulated	4c	3½c
Carlond lots		
Double refined saltpetre, granulated	6½c	6c
Double refined nitrate soda, granulated	3½c	3½c

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	31 @33
Western, 55 to 59 lbs. to dozen, lb.	32 @34
Western, 43 to 47 lbs. to dozen, lb.	32 @34
Western, 38 to 42 lbs. to dozen, lb.	32 @34
Western, 30 to 35 lbs. to dozen, lb.	31 @33
Fowls—fresh—dry packed—prime to fey—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	34 @35
Western, 55 to 59 lbs. to dozen, lb.	35 @35

Western, 43 to 47 lbs. to dozen, lb.	35 @36
Western, 38 to 42 lbs. to dozen, lb.	35 @36
Western, 30 to 35 lbs. to dozen, lb.	34 @35

Fowls—frozen—dry picked—barrels—prime to good:	
Western, 60 to 65 lbs., lb.	31 @33
Western, 55 to 59 lbs., lb.	32 @34
Western, 43 to 47 lbs., lb.	32 @34
Western, 38 to 35 lbs., lb.	31 @33
Under 30 lbs. to dozen	31 @33

Ducks—	
Long Islands, bbls.	@35

Squabs—	
Prime, white, per lb.	@60
Prime, dark, per dozen	3.00@ 4.00

LIVE POULTRY.

Broilers, colored, via express, lb.	@50
Ducks, other nearby, via express	@25
Pigeons, per pair, via freight or express	@45
Guineas, per pair, via freight or express	@60

BUTTER.

Creamery, extras (92 score)	@41
Creamery, firsts (90 to 91 score)	40 @40½
Creamery, seconds	38½ @38
Creamery, lower grades	35 @36

EGGS.

Extras, per dozen	33½ @34
Extra firsts	32 @32½
Firsts	30½ @31½
Checks	27½ @28

FERTILIZER MATERIALS.

BAIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, f.o.b. works, per 100 lbs.	@2.50
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	@2.55
Blood, dried 15-16% per unit	@3.40
Fish scrap, dried 11% ammonia, 15% B. P. L. bulk, f.o.b. fish factory	4.25@ 18c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.00@ 19c
Fish scrap, acidulated, 8% ammonia, 3% A. P. A. f.o.b. fish factory	3.50@ 50c
Soda Nitrate, in bags, 100 lbs. spot	@2.63
Soda Nitrate, in bags, June	@2.63
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.75@10c
Tankage, unground, 9@10% ammonia	3.15@10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@33.00
Bone meal, raw, 4½ and 50 bags, per ton	@36.50
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@10.40

Potash.

Kalnit, 12.4% bulk, per ton	@ 8.00
Manure salt, 20% bulk, per ton	@11.00
Muriate in bags, basis 80%, per ton	@32.50
Sulphate in bags, basis 90%, per ton	@43.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending May 13, 1926:

	May	7	8	10	11	12	13
Chicago	39½	39½	39½	39½	39½	39½	39½
New York	41	41	41	41	41	41	41½
Boston	41	41	41	41	41	41	41½
Philadelphia	42	42	42	41½	42	42	42½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

39½ 39½ 39½ 39½ 39½ 39½

Receipts of butter by cities (tons):

	This week.	Last week.	Last year.	—Since Jan. 1— 1926.	1925.
Chicago	38,343	39,126	54,658	1,034,155	1,025,258
New York	53,852	53,283	51,797	1,181,785	1,095,879
Boston	23,280	16,499	19,919	374,528	335,352
Philadelphia	14,363	16,146	11,884	368,107	302,242
Total	129,838	125,054	138,258	2,958,575	2,758,731

Cold storage movement (lbs.):

	In May 13.	Out May 13.	On hand May 14.	Same week day last year.
Chicago	111,311	33,642	3,543,050	653,710
New York	7,740	58,248	3,144,346	430,394
Boston	22,425	27,322	948,080	111,202
Philadelphia	30,834	6,390	1,201,555	124,590
Total	172,310	125,602	8,837,030	1,319,905

